

GRAIN DEALERS JOURNAL

The Best Tool for A Big Job

A double-edge axe in the hands of a crazy man is a dangerous menace, yet we do not condemn the axe for its wild or foolish application. As is clearly pointed out by C. D. Sturtevant in his able address on Future Trading, published in this number, it is the common failing of many traders in grain for future delivery to blame the axe, or its owner—the Board of Trade, instead of the careless wielder of the axe.

The demagogue, the agitator, the pool promoter and the cheap politician have all had their turns at trying to climb into the good graces of the farmers over the much maligned and traduced grain marketing machinery of the most efficient dealers on earth. It is indeed encouraging to find the meek middlemen coming to the defense of their business and taking advantage of

every opportunity to advertise the true merits of the service they have to offer.

In the big job of reviving the grain business of North America, advertising is the most effective tool that money can buy, but the results will be most disappointing if the pessimists are permitted to do all the talking and write all the copy.

It is up to the grain trade to put more Sturtevants in the field, to the end that the grain growers of the land may more clearly understand the real problems involved in the economical marketing of their products. Let the grain trade stop devouring the malicious propaganda disseminated by the greedy promoters, and give wide publicity to the splendid service the trade is prepared to render the producer.



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Directory of the Grain Trade

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HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

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Beasley Grain Co., J. N., grain and seeds.
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Montgomery & Tompkins, receivers and shippers.*
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Norris Grain Co., grain merchants and exporters.*
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Vanderslice-Lynds Co., commission.*
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Knight & Co., grain brokers.
Therrien, A. F., broker.

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Hardeman-King Co., millers, grain dealers.*
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Vandenburgh, Jesse, milling wheat.

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Southworth & Co., grain and seeds.*
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Zahn & Co., J. F., grain and seeds.*

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Derby Grain Co., wheat, corn, oats, and millfeed.*

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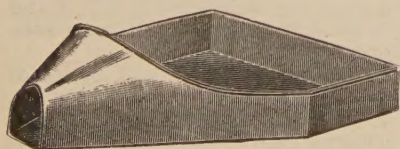
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A complete record of C. N. D. or Radio Market Quotations is invaluable for ready reference.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday 192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley. Spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, printed on bond paper, 9 1/4 x 11 1/2, are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00. Weight 14 oz.

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309 South La Salle St. Chicago, Ill.

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The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

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TOLEDO, OHIOYour consignments and orders for futures solicited in either
GRAIN OR SEEDS
TOLEDO OR CHICAGO1846 - C. A. KING & CO. - 1925
TOLEDO, OHIO**Grains and Seeds
Cash and Futures**Member
Toledo Produce Exchange Chicago Board of Trade**JOHN WICKENHISER & CO.**
Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

There is a great satisfaction in trusting your
CONSIGNMENTS OF GRAIN AND SEED
to a firm you KNOW to be RELIABLE.**H. W. DEVORE & CO.**
1887 Toledo, Ohio 1925Upon readers patronage of its
advertisers depends the success of
the *Grain Dealers Journal* work.
Will you mention it?**SOUTHWORTH'S****WEEKLY REVIEW**Covers GRAIN, SEED AND COTTON.
It is FREE to all within our business range.
SOUTHWORTH & CO. - - TOLEDO, OHIO**RECEIVERS, SHIPPERS AND BROKERS****RICHARDSON BROS.**Brokers
Want Offers
Grain - Flour - Mill Feed
Delivered Philadelphia
Either Export or Domestic
The Bourse

Buyers—Quote Us

M. B. JONES & CO.

Produce Exchange. New York, N. Y.

The Sheets Elevator Co.**GRAIN—HAY—STRAW**
Cleveland, Ohio**CROWELL ELEVATOR COMPANY**

Receivers and Shippers

GRAINConsignments Solicited
OMAHA**If You Have**the interest of your
market at heart,
support it earnestly,
help to advertise it
thoroughly, and
above all do not convey
the impression
that it is an indifferent
market by giving it
30 cents worth of
advertising.**New Corn**is moving and you are interested in getting your corn
to the shortest haul market, where every facility for
proper handling is available.

We are operating through

The Fostoria Storage & Transfer Elevator Co.,
Fostoria, O.,which has the most modern equipment and ideal Railway
facilities, all of which reduces the risk in handling the
new corn.

Write, wire or telephone for our bids on any grade of yellow corn

THE METAMORA ELEVATOR CO.

Metamora, Ohio

E. A. Grubbs Grain Co.

BUYERS—SHIPPERS

Wheat—Corn—Oats

Established 1884

Greenville, Ohio

E. H. BEER & CO., INC.

Successors to

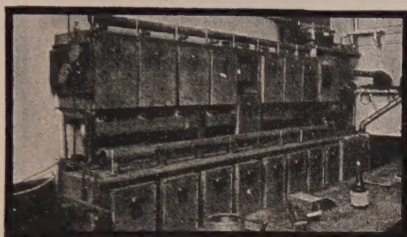
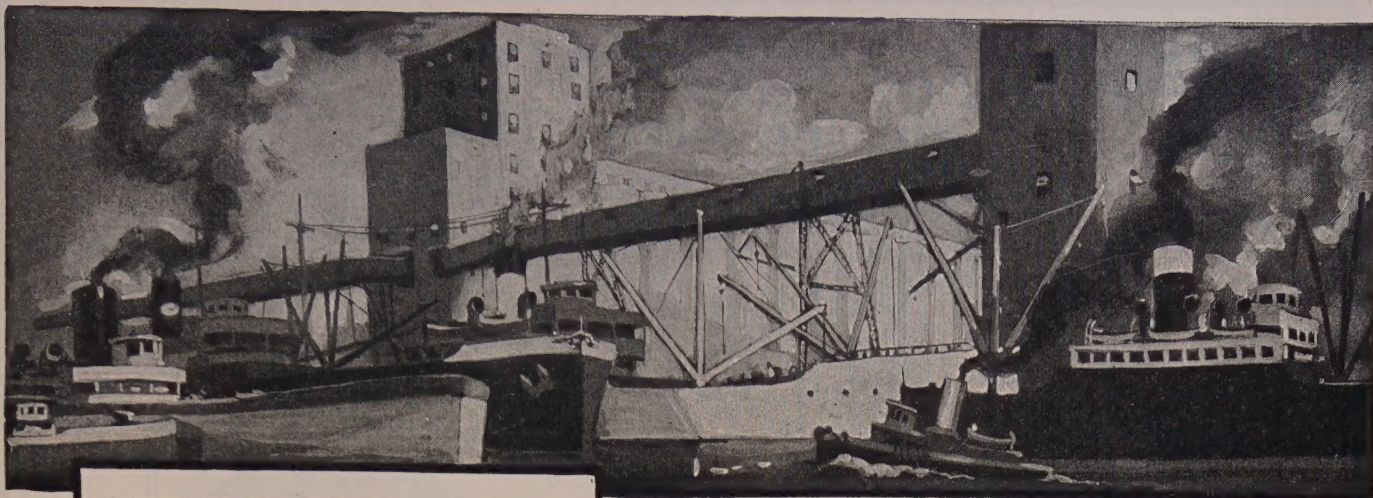
Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore

Send Your **JOSEPH A. ABEL** GRAIN BROKER
Offerings to D4 Produce Exchange
NEW YORK, N. Y.**WANT ADS**in the GRAIN DEALERS JOURNAL make wants known to
everyone connected with the grain trade. If you desire to
buy or rent, sell or lease an elevator or anything used by grain
dealers, try a JOURNAL want ad twice a month and your
want will soon be satisfied.



Life Test Ovens

This apparatus in the Goodrich Laboratories has eliminated guess-work in making belts. By fine adjustment of atmospheric conditions in these heated chambers, it is possible to submit samples of belt friction rubber within a period of seven weeks to approximately the same deteriorating influences as would result from twenty years of normal aging and oxidation.

Buyers may be sure that "Carigrain" and "Legrain" will keep their life and hold together long after a period usually considered the limit of service for any belt.

Age Resistance

Wear and tear as a rule do not put an end to a belt's usefulness in grain service—it is the ravages of time. A cheap belt will perform well for a while, but eventually dries out and must be replaced before really worn out.

Fifty-five years of experience combined with unequalled facilities have enabled Goodrich to produce two of the finest grain belts made—"Legrain" and "Carigrain"—belts so incomparably longer-lived than ordinary rubber belts that the annual cost is cut to one half or one quarter. To operators who consider the cost of belts by the year, they present extraordinary opportunities for reducing expenses.

Investigate their records in the field—then specify them for your next equipment.

THE B. F. GOODRICH RUBBER COMPANY
ESTABLISHED 1870

Akron, Ohio

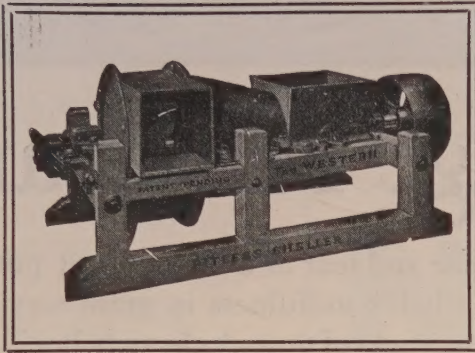
Goodrich

"Legrain" and "Carigrain" BELTS

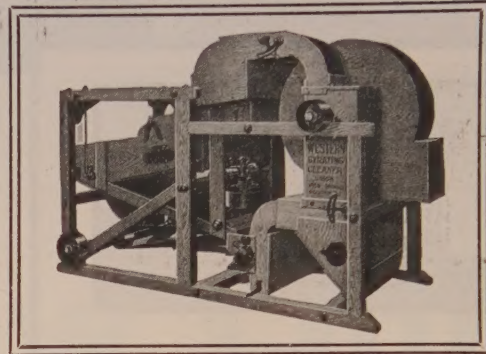
"Best in the Long Run"

CORN CORN CORN

**PREPARE NOW TO HANDLE
THE
1925 CORN CROP
WESTERN
SHELLERS—CLEANERS—MACHINERY**



PITLESS SHELLER



GYRATING CLEANER

UNION IRON WORKS - DECATUR, ILL.

UNIVERSAL Grain Code

Designed especially to reduce telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

Code is 4 $\frac{5}{8}$ x7 inches, printed on policy bond, bound in black flexible leather. Price \$3.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

Abreast of the times

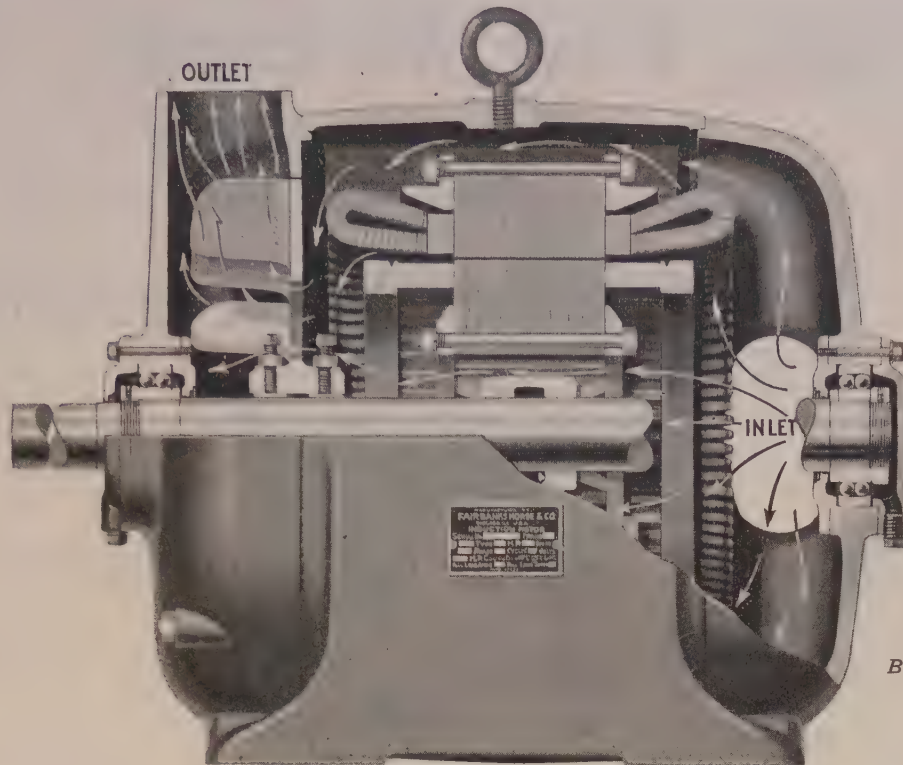
Grain dealers who keep abreast of the times know what the millers who buy grain are thinking and doing. This information can best be obtained by reading

**THE MILLERS REVIEW
and
DIXIE MILLER
Atlanta, Ga.**

A MONTHLY JOURNAL DEVOTED TO MILLING, FLOUR, GRAIN

Sample copies to interested parties upon request

43 years young; subscriptions \$1.00 a year



*Sectional View of
Fairbanks-Morse
Ball Bearing Enclosed
Ventilated Motor*

A motor worth looking into

THE up-and-coming grain elevator operator will look into the Fairbanks-Morse Type E H enclosed ventilated ball bearing motor. He will quickly see that it is the safest motor for his elevator because its ventilating system will keep it running cool, because the completely enclosed frame will confine all possible motor trouble to the motor, because grease-packed ball bearings cannot overheat, and because the bearings contain no pool of inflammable oil to soak the windings or soil the motor.

He will also discover that the upkeep on this motor will be low because it will not clog with dust and require frequent cleaning, and because the bearings will require lubrication only once a year. He will learn that ball bearings and well balanced electrical design make this motor a power saver—that exceptional liberality of rating makes it able to carry sustained overloads without injury.

Then the up-and-coming elevator operator will ask insurance men about Fairbanks-Morse Type E H motors. They will tell him the advantages of enclosed ventilated construction.

Write to the nearest branch for complete information.

FAIRBANKS, MORSE & COMPANY, Chicago

25 branches throughout the United States at your service

FAIRBANKS-MORSE

Pioneer Manufacturers
OF

ball bearing motors



Are You Mixing

as an accommodation for your customers or are you really interested in building up a mixed feed trade?

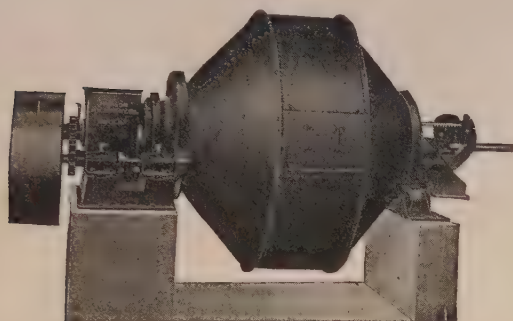
Hand mixed feeds will answer as an accommodation once in a while but not as a trade builder.

MUNSON SUPERIOR BATCH MIXERS

not only build trade but also build profits.

They use less power, mix quickly and thoroughly, discharge cleanly and do not destroy the stock in any way.

Catalog 41 shows the way to profitable mixing.



MUNSON MILL MACHINERY CO., Inc.

Established 1825

213 Seward Ave.

Utica, N. Y.

REPRESENTATIVES:

F. J. Conrad.....Cedar Rapids, Ia.
Strong-Scott Mfg. Co.....Minneapolis, Minn.
A. D. Hughes Co.....Wayland, Mich.

UNIQUE VERTICAL BATCH MIXER



Mixes Quickly and Thoroughly
Simple to Install and Operate
Requires Little Power
Positively Cleans Itself

Here is a feed mixer that will efficiently and economically turn out well mixed soft dairy feeds and scratch grains for poultry—one that can be placed in any unoccupied corner of your plant with very little expense for remodeling or installing; and which is always ready to mix any class of feed your trade demands.

Let us send you complete information. Write for Bulletin No. 32.

ROBINSON MFG. CO.

42 Robinson Bldg. Muncy, Penna.

CHICAGO OFFICE—111 W. JACKSON BLVD.

Too Many Buyers

Read this letter received from
Cook Bros., Woodward, Iowa.

Grain Dealers Journal, Woodward, Iowa.
Chicago, Ill.

Gentlemen:—You may take out our two ads as we have received two checks for the mill and closed a deal for a motor, both results from the first issue of your Journal containing our ad.

Yours very truly,
COOK BROTHERS.

Here are the ads referred to

MACHINERY FOR SALE

FOR SALE—Three Roll Willford Mill in good condition; \$50.00 buys it. Cook Bros., Woodward, Iowa.

DYNAMOS AND MOTORS

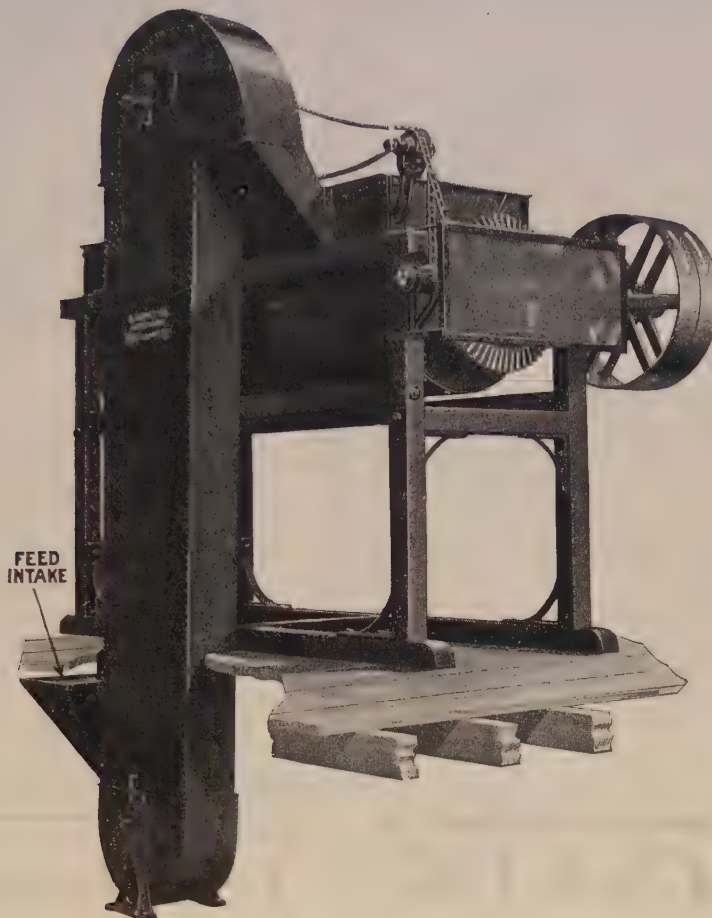
We want a 7 to 10 Horse Direct Current 600 Volt, about 1000 Revolutions per minute, Electric Motor. Write Cook Bros., Woodward, Iowa.

This is only one of many instances where the "WANTED—FOR SALE" columns of the Grain Dealers Journal, Chicago, have proven to grain elevator owners the logical market place for Second-Hand Machinery.

These ads cost but 25c per type line each insertion.



"Eureka"- "Invincible" Grain Cleaning Machinery



"Eureka" 3-in-1 Feed Mixing Machine

A Combined Loader, Mixer and Sacker

A Complete, self-contained, easily handled Batch Mixing Plant for the production of all dry feeds

Our Bulletin No. 105 Will Interest You

REPRESENTATIVES:

Wm. Watson, 515—No. 111 W. Jackson Blvd., Chicago
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.

Bert Eesley,
Box 363,
Fremont, O.

Dwight Dill,
700 North Winnetka Ave.,
Dallas, Texas

Geo. S. Boss, Grand Hotel, New York City.
S. W. Watson, 123 Maplehurst Ave., Syracuse, N. Y.
W. M. Mentz, Sinks Grove, W. Va.

B. M. Estes,
1429 Allston St.,
Houston, Tex.

Strong-Scott M'f'g Co.,
413 So. Third St.,
Minneapolis, Minn.

S. HOWES CO., Inc.

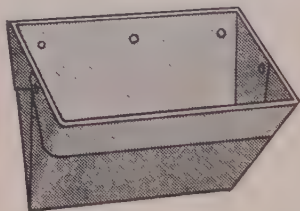
INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England.

Premier "V" Type Elevator Buckets



The strongest bucket made, unequalled for rigidity and wear. Made from one piece of steel with an extra deep fold at front and back and lap at ends riveted with two or more rivets.

Any required bushels per hour capacity can be secured with

PREMIER buckets at a lower first cost of installation than any other type of bucket and cost of upkeep is in the same proportion.

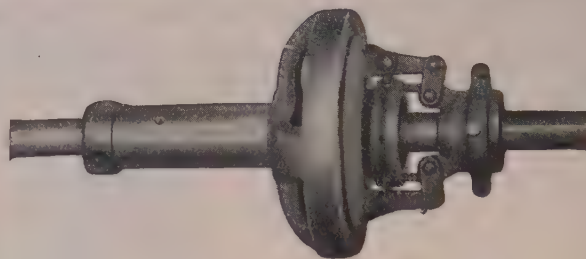
For future reference you should have in your files a copy of our tables giving the capacity in bushels per hour of Premier "V" buckets when used with head pulleys from 24 inches to 84 inches in diameter. Other valuable information is included regarding the correct design and dimensions of elevator heads, etc.

Write us at once for a copy.

We also manufacture Steel Elevator Heads, Boots, Legging, Flexible Spouting, Boot Tanks, Conveyor Boxes and all other equipment for Grain Elevators that can be made from steel.

The Sheet Metal Products Co.

1645-55 Cleveland Avenue
KANSAS CITY, MO.



THE BEYL

PATENTS FEB. 1920
NOV. 1924
DEC. 1924

Maximum Power—Minimum Cost

This plate type, non-combustible friction clutch has but one adjustment and operates successfully on either high or slow speed duty.

Exposed parts encased where required. Write for booklet describing this powerful clutch. A trial will convince you that it is the ideal one for your elevator, mill or factory.

Link Belt Supply Co.

Manufacturers

Minneapolis - Minnesota

Rid Your Premises of Rats and Mice Peerless Traps--Real Exterminators

A positive method of wiping out rats and mice. Tried and tested under desperate conditions by mills, grain dealers, wholesale grocers, meat packers, large industrial institutions everywhere. Remarkable results. PEERLESS TRAPS displace expensive fumigation as the only method heretofore approaching satisfactory extermination.

SELF-SETTING, CATCHES, KILLS AUTOMATICALLY WIPE-OUT CAPACITY

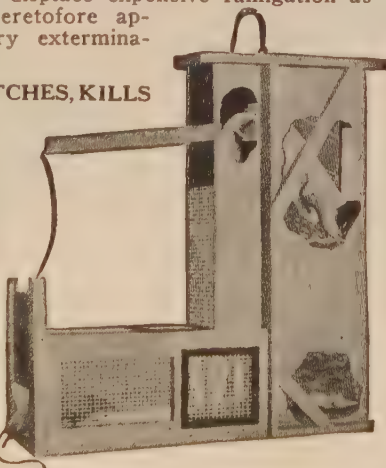
Automatic in operation—self-setting. Both catches and kills. Capacity unlimited. Single trap has caught and killed thirty in single night. Each rodent sets trap for follower.

SEND POSTCARD

A postcard will bring you more complete particulars. Write today.

A. O. AUTOMATIC TRAP CO.

630 W. Jackson Blvd.
Chicago, Illinois



PROMINENT USERS

Postum Cereal Co.
Sperry Flour Co.
Majestic Milling Co.
Eagle Roller Mfg. Co.
Loose Wiles Biscuit Co.
Michigan Bean Company

Washburn Crosby
Pillsbury Flour Mills
National Biscuit Co.
Russell Miller Mfg. Co.
Grain Marketing Co.
Barber Mfg. Co.

Albert Dickinson Co.

OUR IMPROVED Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00

411-E contains 100 sets all Form E. Price, \$2.00

411-B contains 60 sets Form A, 10 Form E, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

Send all orders to

GRAIN DEALERS JOURNAL

309 South La Salle Street

CHICAGO, ILL.

MOHAWK



RUBBER BELTING

For many years the Standard Belting for elevators.

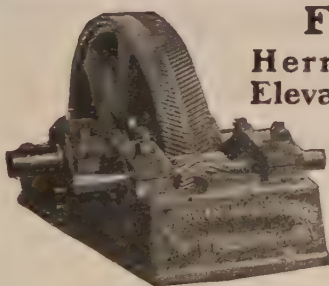
Specify this belting when contracting Supto build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.
301 W. Randolph St. CHICAGO
New York, Boston, Philadelphia San Francisco Seattle

FAWCUS

Herringbone Gear Elevator & Conveyor Drives



Save 25% to 50% in maintenance and operating costs.

Gears enclosed in dust proof and oil tight cases with roller bearings.

Efficient - Durable - Compact

FAWCUS MACHINE COMPANY
Pittsburgh, Penn.

Coal Sales Book

For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price \$3.00.

Grain Dealers Journal
309 So. La Salle St., Chicago, Ill.

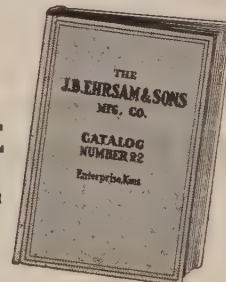


LARGE STOCKS FOR PROMPT SHIPMENT

WHEN you are in a rush for Grain Handling and Milling Equipment, remember we are here to serve you —and quickly. Large stocks of standard parts always on hand and on special equipment, our service will surprise you.

"EHR SAM" GRAIN HANDLING MILLING EQUIPMENT

GET THIS VALUABLE CATALOG FREE

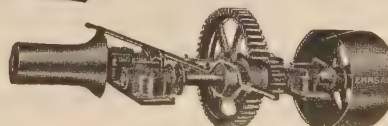
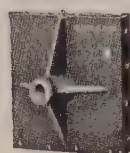


Every elevator and mill operator should have a copy of this valuable catalog. Besides showing the complete line of "Ehrsam" Grain Handling and Milling Equipment, it also contains data of much value to every operator. We suggest that you write for your copy today.

J. B. EHR SAM & SONS MFG. CO.

ENTERPRISE, KAN.

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The Bauer

COSTS LESS PER HOUR

"The Mill
that Fills
the Bill"

Belt and
Motor
Driven



The Bauer Ball-Bearing Motor-Driven Attrition Mill

Heavy Duty
**Attrition
Mills**

Accessible
Interior
Self Tram-
ming
Safety Quick
Release

Put Your Grinding Problems Up to Bauer

Bauer Attrition Mills are made by Attrition Mill Specialists who have made a lifetime study and world-recognized success in building Attrition Mills that increase the output, decrease milling costs and put the Grinding Business in the profit-making class. The Bauer Engineering Department is at your service without cost to you. Let Bauer solve your Grinding Problems.

Send for Catalog

THE BAUER BROS. CO.

506 BAUER BLDG.

SPRINGFIELD, OHIO

Makers of Bauer Attrition Mills, Corn Crackers, Cake
Breakers, Centrifugal Reels, etc.



Sidney Corn Shellers

All Styles

The Standard for Years

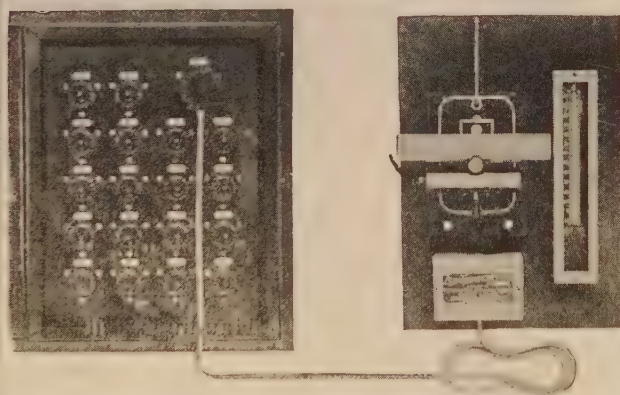
High in Quality--Low in Price

Also cleaners, heads, boots, drags,
dumps, buckets and complete equip-
ment for your elevator.

The Sidney Grain Machinery Co.

Sidney, Ohio

Successors to Philip Smith Mfg. Co.



The "ZELENY" Protects Your Grain

A Few
Zeleny
Installations

Cargill Grain Co.
Pillsbury Flour
Mills
Bartlett Frasier
Co.
Uddike Grain
Co.
Armour Grain
Co.
Larabee Flour
Mills
New Orleans
Public
Elevator
Maney Milling
Co.
Buckeye Cotton
Oil Co.
Red Star Milling
Co.

It is a simple device for testing the condition of grain stored in bins or tanks by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Western Fire Appliance Works
542 S. Dearborn St. CHICAGO

Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¾".

Order Form 6 CB. Price 90 cts.

Grain Dealers Journal

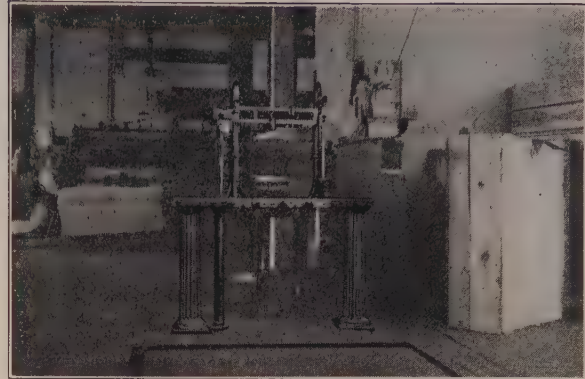
309 S. La Salle Street

CHICAGO, ILL.

Accurate Weighing Guaranteed

Howe Ball Bearing Scales are made in types to suit every requirement, small portable scales to 200-ton railroad track scales—all are built on the exclusive Howe Ball Bearing design, which guarantees accurate weight, long life, and trouble-free operation, because the Ball Bearings absorb the shocks.

One user says—"We have 49 Howe Scales in use at the present time; some of them which were installed 20 years ago - - - they have always given good satisfaction and we are glad to recommend them in every way."



For scale satisfaction write Department B.

THE HOWE SCALE COMPANY RUTLAND, VERMONT

New York
Philadelphia

Cincinnati
Atlanta

St. Louis
Minneapolis
Portland

Boston
Pittsburg
New Orleans

Cleveland
Chicago

Kansas City
San Francisco



WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
Bags and Burlap	Mustard Seed Separator
Bearings { Roller	Oat Bleachers and Purifiers
{ Ball	Oat Clipper
Belting	Pneumatic Conveying Equipment
Bin Thermometer	Portable Elevator
Boots	Power { Oil Engine
Buckets	{ Gas Engine
Car Liners	{ Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

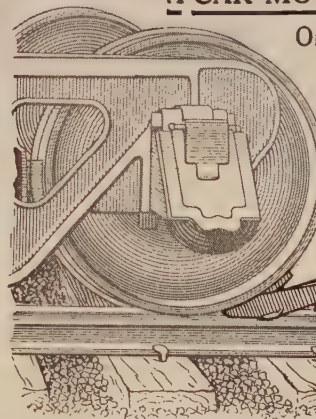
Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago

A CAR-MOVER WITH THE "PUSH"

Order one on 30 days' FREE



TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

Get it from your dealer

The New Badger
ADVANCE
Car-Mover Co.
Appleton, Wis.

Look for the word "New Badger" -- it identifies our product

WHY-A-LEAK--STOP IT BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario

CONE-SHAPE GRINDERS


It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.



10,000 SHIPPERS
Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.
Chas. J. Webb, Vice President
617 Railway Exchange Bldg., Chicago, Ill.



Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



You'll Appreciate

- the Attractive Rates
- the Dining Facilities
- the Handy Location



500 Rooms

Room without Bath . \$2.00 and up
Room with Bath . . \$2.50 and up
Double Room and
Bath \$4.00 and up
Room with two single
beds and Bath . . \$5.00 and up
RESTAURANT-COFFEE SHOP
Service at all times 6 a. m. until midnight.

POPULAR PRICES

Hotel Baltimore

12th Street and Baltimore Ave.
KANSAS CITY, MO.



The McMillin Wagon & Truck Dump

The above cut represents a dump in which is used:—

A substantial bevelled friction speed reducing winch, with shaft extended for attaching power, and crank with pinion for hand power.

Roller running cross over driveway is supported with roller bearings.

I Beam Track supported from overhead timbers with annealed swivel support.

Specially constructed four-wheeled double sheaved trolleys with automatic cable tension sheaves which act as a cable guide as well, using 1/2" special cable.

Wheel hooks constructed of annealed casting with universal joint connecting to housed sheave.

The main factor in mind when constructing each individual part of this device was handiness and satisfaction of operation as well as the simplicity and low cost of installation, and a dump that could be installed in almost any elevator.

Address

L. J. McMILLIN
525 Board of Trade Bldg.,
Indianapolis, Ind.



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9 1/4 x 12 inches, and contains 160 pages of ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL

309 So. La Salle St.

Chicago, Ill.

Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 3/8 inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 1/2 x 12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

GRAIN ELEVATOR BUILDERS

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

YOUNGLOVE CONSTRUCTION CO.

Grain Elevators, Transfer Houses
and Coal Pockets
Wood or Concrete

Concrete Pits that ARE Waterproof

418 Iowa Building - Sioux City, Iowa

L. D. Rosenbauer, Pres.
H. P. Roberts, V. Pres.

L. W. Ledgerwood, Sec.
A. E. Owen, Supt. Cons.

Southwestern Engineering Company

Designers and Builders of
**MODERN MILLS,
ELEVATORS and
INDUSTRIAL PLANTS**
SPRINGFIELD, MO.

C. T. Stevens

C. E. Roop

C. B. Barutio

Stevens Engineering & Construction Co., Incorporated
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
319 BUDER BUILDING ST. LOUIS, MISSOURI

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

CRAMER BUILT

is the mark designating the best in Grain Elevator Construction at normal prices

W. H. Cramer Construction Co.
NORTH PLATTE, NEBR.
Plans and Specifications Furnished

A. F. ROBERTS ERECTS FURNISHES

ELEVATORS
CORN, MILLS
WAREHOUSES
PLANS
ESTIMATES
MACHINERY

SABETHA

KANSAS

J. E. STEVENS

53 Devonshire St. Boston, Mass.
Designer and Builder of
MODERN GRAIN ELEVATORS

RELIANCE Construction Co.

Board of Trade
Indianapolis, Ind.

Designers and Constructors
of the better class of grain
elevators—concrete or wood.

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

★ ★ The Star Engineering Company ★ ★

Specialists in
Grain Elevator Construction

Our elevators stand every test,
Appearance, Strength, Durability
and Economy of Operation.

Estimates and information promptly furnished

Wichita, Kansas

★ ★ WANT A JOB? ★ ★

Advertise in the "Situation Wanted"
columns of the Grain Dealers Journal.

L. J. McMILLIN ENGINEER and CONTRACTOR of GRAIN ELEVATORS

Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

GEO. A. SAATHOFF

*CONTRACTOR and
ELEVATOR BUILDER*

Mayer Hotel Peoria, Illinois

HORNER & WYATT

Designers of

Flour Mills and Grain Elevators,
Warehouses, Power Plants and
Industrial Buildings.

*Preliminary Sketches and Estimates,
Valuations and Reports.*

New Board of Trade, Kansas City, Mo.

For elevator and mill supplies we
issue a net price catalog. If in
the market write us for one.

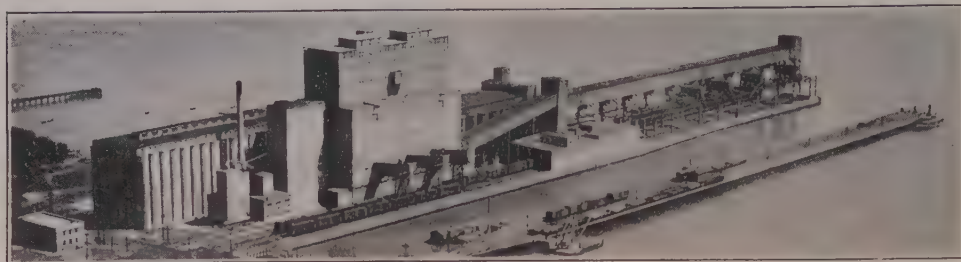
WHITE ★ STAR ★ CO.
WICHITA, KANSAS

Read the Advertising pages.
They contain many stories of interest.
The *Grain Dealers Journal* presents only reputable concerns.

GRAIN and COAL ELEVATORS T. E. IBBERSON CO. CONTRACTING ENGINEERS MINNEAPOLIS, MINN.

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

The Northern Central Elevator, Baltimore—The Most Modern Elevator in the World

Designed and Constructed by

James Stewart and Company, Inc.

Grain Elevator Dept., W. R. Sinks, Mgr.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The Grain Growers' Grain Company, Limited.

**THE BARNETT-McQUEEN
COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William Ont., Duluth, Minn., Minneapolis, Minn.

First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.

This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

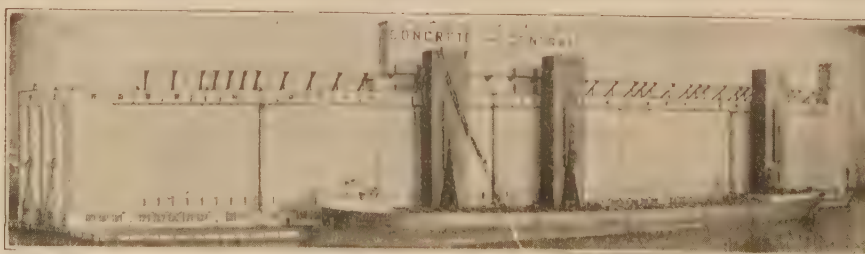


Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.

Operated by
The Eastern Grain
Milland Elevator
Corporation



Concrete-Central
Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
Buffalo, N. Y.



Kimbell Milling Company Elevator Fort Worth, Texas

Total capacity 800,000 bushels

First unit including headhouse with 550,000 bus. storage completed 1924; second unit of 250,000 bus. storage completed early in 1925.

Designed and Built by

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

706 Mutual Bldg.

Kansas City, Mo.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

108 S. La Salle St., Chicago

54 St. Francois Xavier St., Montreal

837 W. Hastings St., Vancouver, B. C.



The Baltimore and Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling
Plant in the World*

Constructed by

THE M. A. LONG CO.

*Engineers and Constructors
Grain Elevator Department*

Baltimore

Maryland

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

INDIANA—40,000 bu. iron clad elevator for sale. Address Box 347, Royal Center, Ind.

IOWA—7,000 bu. elevator for sale, fully equipped with mill machinery. Good going business. Address Box 85, Randalia, Iowa.

INDIANA Elevator at a 400,000 bushel point, must sell. Sickness. Wonderful corn crop in immediate prospect. Address 55U20, Grain Dealers Journal, Chicago, Ill.

SOMEBODY'S always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator for sale. Wabash R. R., with office, coal bins, etc. Plenty of grain to handle. Price \$8,500. Address 55T30, Grain Dealers Journal, Chicago, Illinois.

INDIANA—20,000 bu. grain elevator for sale; coal shed, large lumber shed, two good warehouses, carpenter shop, office with scales. Wish to retire from business. Communicate direct to Geo. C. Baker, Laketon, Ind.

TEXAS—24,000 bu. modern electric power cribbed elevator for sale, retail coal and feed, in Texas Panhandle's best hard wheat and Milo belt, with large acreages each—at bargain, \$14,000, part terms.

W. J. BURKE, Floydada, Texas.

NORTH CENTRAL KANSAS—Two houses on main line Rock Island for sale, having the best possible outlet to most markets, being in first class wheat, corn and alfalfa land. Reason for selling, old age. Address 55V2, Grain Dealers Journal, Chicago, Ill.

CENTRAL OHIO Wheat Section—Good 10,000 bushel elevator for sale; electric power; Monitor Cleaner. No competition in grain or feed. Selling out because of poor health. For further particulars communicate direct with owner, C. J. PFAU, Bolivar, Ohio.

GRAIN AND ELEVATOR BUSINESS.

Thoroughly modern, fireproof Minneapolis 600,000 bu. grain elevator property, well located, excellent shipping facilities, good will and going business offered for sale. Attractive price. Cereal Products Co., Manitowoc, Wis.

MARIBEL, WISCONSIN

GRAIN ELEVATOR AND FEED WAREHOUSE including grain buyer's residence. Electric power. New Monarch feed mill for custom grinding. Going business. Inventories at \$22,000. Offered at \$10,000 for quick sale account death of principal owner. F. A. Miller, Lock Box 287, Manitowoc, Wis.

ILLINOIS—John Bowlin's elevator at Moon Station in Livingston County, Ill., for sale. The elevator has a capacity of 23,000 bushels of grain and is located 4 miles from Streator, Illinois, on the main line of the Santa Fe. The property consists of elevator, coal shed, oil storage room and fixtures, gasoline engine, office fixtures and scales. The property must be sold to settle the estate of John Bowlin, deceased. Interested parties address Ben Cossel, Streator, Illinois, Route 1.

ELEVATORS FOR SALE.

NORTHWEST IOWA—Two elevators for sale. Address M. E. DeWolf, Spencer, Iowa.

NORTHERN INDIANA—10,000 bu. iron clad elevator for sale, nearly new, with feed house attached. Lock Box 241, LaGrange, Ind.

OHIO—12,000 bu. elevator for sale, private ground, electric power, side lines. Fine location. Address 55X12, Grain Dealers Journal, Chicago, Ill., for further particulars.

NEBRASKA—9,000 bu. capacity frame elevator at Lorton, Otoe County, Nebr., for sale. Side lines can be developed. Price \$2,000. Address F. A. Bartling, Nebraska City, Nebr.

ILLINOIS—Two 50,000 bu. elevators for sale in the heart of the Illinois Corn Belt. One in a splendid up-to-the-minute town. Address 55U4, Grain Dealers Journal, Chicago, Ill.

SEVERAL GRAIN ELEVATORS for sale at small stations in Northern Illinois, also handling lumber, coal and other sidelines. Holcomb-Dutton Lumber Co., Sycamore, Ill.

EASTERN NEBRASKA—Modern elevator together with lumber yard for sale. Good corn crop to handle. Also cribbed elevator, good town. No competition. Address 55U6, Grain Dealers Journal, Chicago, Illinois.

INDIANA—Well located elevator for sale in good city of 10,000, in heart of best farming district in Indiana. Good reason for selling and low price. Address 53Q31, Grain Dealers Journal, Chicago, Illinois.

CENTRAL ILLINOIS—30,000 bu. cribbed elevator for sale, modern and in good repair. Come and look it over, a real bargain. Price \$6,500 cash. No trades considered. Address 55X9, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale. This proves conclusively the value of a Journal Want-Ad."

ELEVATORS WANTED.

WANT TO TRADE 320 acres unencumbered Montana land for elevator that is free from encumbrance. Write Box 25, Hobson, Montana.

FOR EXCHANGE.

NORTH DAKOTA—25 bbl. mill now running, wish to trade for land in Minn. or Dakotas. Write 55W3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maquire, 6440 Minerva Ave., Chicago, Ill.

BUSINESS OPPORTUNITIES.

SEED STORE FOR SALE—Old established business doing \$30,000 yearly, strictly seeds. No competition. On account of other business owner will sell at once. Long lease. Address Dean Seed Company, Orlando, Florida.

MILLS AND ELEVATORS FOR SALE.

KANSAS—Mill and Elevator for sale; well equipped mill, elevator and feed outfit with separate office building. Good grain country. Well located and doing business. Price \$5,200. Write 55Q8, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—400 bbl. mill, 30,000 bu. elevator adjoining. Also 10,000 bu. station nearby. Two large warehouses on track. Transit privileges. Two main hard roads. Whole or $\frac{1}{2}$ interest can be bought right. Address 55W4, Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

Grain Business for Sale!

CENTRAL ILLINOIS.—For Sale, Lawndale Co-Operative Grain Company Elevators, Lawndale, Ill., Logan county, on main line C. & A. R. R., and state highway Route 4; fully equipped and old established business in heart of corn, wheat and oats belt; no competition; capacity of elevators and cribs, 113,000 bushels. Reason for selling, company dissolving. Bids solicited on or before Dec. 15, 1925, addressed to Fred S. Zollars, Sec., Atlanta, Ill. For particulars write or see Frank W. Kiest, President, at office of company.

SITUATION WANTED.

EXPERIENCED line operator desires elevator; references. Address 55X1, Grain Dealers Journal, Chicago, Illinois.

MAN with 15 years' successful experience in country elevator management is open for employment at once. Prefer Ohio or Indiana. Write 55X5, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager Farmers' Elevator; 14 yrs.' experience; understand sidelines, books; best of references. Address 55W11, Grain Dealers Journal, Chicago, Ill.

WANTED position as manager or solicitor for some good grain business; 20 years' experience; best of references furnished. Would buy an interest in something good. Address Ellard Benedict, Oxford, Indiana.

MAN with ten years' experience in grain and feed open for a position about Dec. 1st. Familiar with all grain and feed markets, having bot and sold in volume for northwestern and southwestern markets, a large acquaintance in central states, Pa., W. Va. and Virginia. Reliable references. Address 55X6, Grain Dealers Journal, Chicago, Illinois.

HELP WANTED

WANTED—Experienced grain buyer to manage elevator, handling flour and feed grinding. Immediate employment, steady to capable man. Give full references in first reply. Address Baldwin Flour Mills Co., Oakes, No. Dak.

SALESMEN WANTED in all sections to distribute one of the oldest lines of Corn Shellers, Grain Cleaners, Drags and other elevator equipment. Address Sidney Grain Machinery Company, successors to the Philip Smith Mfg. Company, of Sidney, Ohio.

GRAIN FOR SALE.

WANTED more interior customers for shelled corn and oats. Otis J. Bear, Kempton, Ill.

BUCKWHEAT

In carlots or less.

Eberts Grain Company, Louisville, Ky.

GRAIN WANTED

BUCKWHEAT WANTED—Submit samples and quote prices delivered. Enterprise Milling Company, Chagrin Falls, Ohio.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burke Co., Springfield, Ohio.

What have you?

FOR SALE

An Elevator
Machinery
Seeds

Do you want?

An Elevator
Machinery
Position
Partner
Seeds
Help

Grain Dealers Journal CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a 'For Sale & Want' Ad. Costs 25 cents per type line.

PARTNER WANTED.

WANTED active partner. Will sell half interest in elevator (Clinton County). Address J. C. Jordan, Colfax, Indiana.

PARTNER wanted to take management of Indiana elevator. Fine territory. Address 55U21, Grain Dealers Journal, Chicago, Ill.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

N. E. IOWA—Growing feed manufacturing business, in a section rapidly turning to dairying and poultry raising, needs partner with some money to help manage and finance business. Splendid opportunity for the right person. Address 55U3, Grain Dealers Journal, Chicago, Illinois.

ENGINES FOR SALE.

GAS ENGINE—30 h. p. Stover, excellent shape. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

CHANTICLEER 7 H. P. Engine with 24 inch 6 inch face clutch pulley and magneto. Price \$60.00 for quick clearance. Guaranteed perfect running order. Galt Grain Co., Galt, Ill.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

MACHINES WANTED.

WANTED—A cylinder head for an Otto Gasoline Engine, 12 H. P., engine number 7457. Address Johnson Elevator, Malmo, Nebr.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

"Please discontinue my advertisement in the Journal of help wanted. I have so many replies that I think I will have no trouble in securing the help wanted." This is from an Iowa elevator operator who ran an ad in this column recently.

SCALES FOR SALE.

4 BU. RICHARDSON Automatic Scale in fine condition for sale, used very little. Will sacrifice for quick sale. Write or wire Steadmen & Co., Shubert, Nebr.

FAIRBANKS TRACK SCALES, 35 and 36 ft. double beam, 150-ton type, almost new. Address Western Salt Company, 208 Huntzinger Bldg., Kansas City, Mo.

HOPPER SCALES: One insertion sold mine. I made money and saved the purchaser money, so we are both happy—thanks to the Journal.—E. H.

HOWE 5 ton scale for sale, used very little. Price \$60 for quick sale. Will guarantee it to be in excellent condition. Write or wire Farmers Elevator Co., Calamus, Iowa.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

FOR SALE—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

DYNAMOS—MOTORS.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.



Make Your Business

A Christmas present that will assist it to avoid the snares and pitfalls of new trade highways. Send it the convictions, suggestions and experiences of your brother grain dealers twice each month by subscribing to **The GRAIN DEALERS JOURNAL.**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars to pay for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



Use Universal Grain Code.

MACHINES FOR SALE

FOR SALE—Sandwich Portable Four Hole Corn Sheller with Extension Feeder, almost good as new. H. B. Campbell, Welch, Okla.

ATTRITION MILL.

Two 36-in. Bauer Ball Bearing Attrition Mills cheap for quick sale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—3 pair high, 9x24 N. & M. feed rolls and American single attrition mill. Also machinery for 50 barrel flour mill. Address E. S. Rittenhouse, Liberty Mills, Indiana.

STOP! READ! THINK! This advertiser writes: "Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

FOR SALE—One 24 in. Sprout-Waldron motor driven attrition mill with two 20 HP, 60 cycle, 3 phase, 220 volt motors. Mill used only 60 days. A bargain. Price \$950. Address 55W6, Grain Dealers Journal, Chicago, Ill.

FOR SALE—1 portable bagging scale; 1 No. 7 Invincible Cracked Corn Separator; 1 double stand 9x30 Barnard & Leas Moline Roll, Le Page cut; 1 Brown Portable Bag Filer; 1 two pair high 9x24 Great Western Roll. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—One Westinghouse Generator, 32 volt, 30 amperes, speed 1,700 RPM. Switch-board with ampere meter, volt meter, rheostat and switch mounted. In good running order. Used to light our mill and elevator. We now have power furnished. Will crate and ship for \$75. Pickerington Mill Co., Pickerington, Ohio.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

W. R. Leathers, Mgr.
9 S. Clinton St. Chicago, Ill.

ATTRITION MILLS, motor driven; 24" Bauer Bros., 22" Monarch. Belt driven, ball bearing; 24" Robinson, 20" Monarch, 20" Dreadnaught, 14" Diamond Huller.

Plain bearing Mills: 18" Halsted, 20" Monarch, 20" Robinson, 18" Dreadnaught.

New Mixers (special price for 30 days).

New Cornshellers: 1 Western Sheller, 1 U. S. Sheller, 1 Triumph Sheller.

Automatic Scales: 1 ½-bu., 1 1-bu., 1 2-bu., 1 3-bu., 1 Fairbanks Bagging Scale.

Oil Engines: 33 Prim 65, 100 H.P., 1 25 H.P. Fairbanks-Morse, 1 40 H.P. Muncy.

New Cyclone Dust Collector. Tighteners, 10 Clutches, 1 Corn Drier, Steel Conveyors all sizes, Blowers, Elevators, Corn Cleaners, Corn Scourers, Corn Meal Bolters.

Wheat Cleaners and Separators, 1 Nordyke & Marmon 3 pr. high Feed Roll 7x18, Noye 3 pr. high 9x24, Allis 9x24.

Pulleys, Hangers, Shafting.
All supplies for the elevator.
A. D. HUGHES COMPANY, Wayland, Mich.

MACHINES FOR SALE.

OWENS DUAL CLEANER No. 50 for sale, good as new. Big discount. Address B. C. Clement, Elmwood, Wisconsin.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

REPLY REGARDING MY AD. I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

ALL STEEL MANLIFT

Satisfaction Guaranteed
Enterprise Utility Manufacturing Co.
742 Webster Bldg. Chicago, Ill.

ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.25 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

Bargain Sale in Soiled and Shelf Worn Books.

One Railroad Claim Book containing 100 sets for loss of weight in transit and index. \$1.50 and postage. Order "Special 411-A."

Triplicating Grain Ticket Book; binding damaged in reshipment. Price \$1.50 and postage. Order "Bargain 19 G. T."

Two Railroad Claim Books containing 100 sets of claim blanks for overcharge and index. \$1.50 each and postage. Order "Special 411-E."

Gas Engine Handbook, by E. W. Roberts, contains many useful rules and hints of value to the operator of a gas engine. Size 3½x5½, 264 pages, bound in leather. Shelf worn. Weight 6 ozs. Price \$1.00 and postage. Order "Gas Engine Special."

One Double Indexed Car Register, used to advantage by receivers and carlot shippers. Through its use any car may be found instantly. The double pages are ruled vertically so as to provide a column for each digit. This form contains space for 12,000 cars. Order "No. 40, Special," price \$2.00.

GRAIN DEALERS JOURNAL,

309 South La Salle St., Chicago, Ill.



If You Need HAY
write us for delivered prices

Reduces Tolls

Avoids Expensive Inaccuracies

Pope & Eckhardt Co., prominent Chicago Grain Commission Merchants, commend the Universal Grain Code. This company has used this Toll Saver continuously since its publication. Read the convictions of a user:

Chicago, Dec. 19, 1924.

Grain Dealers Journal,
Chicago, Ill.

Gentlemen:

We have used the UNIVERSAL GRAIN CODE extensively since this book was made available to the Trade some years ago. We find it is a Code that can be used much more freely in expressing desired information on orders, purchases, sales, prices and other intimate matters involved in the Grain Trade; therefore, that it demonstrates without further explanation, a saving in cost which we consider a most important item. It is sure that with a much larger number of words, that can be used to give expression to what is desired to communicate with our country patrons that it offers occasionally a few more difficulties to prepare a message, but that is quickly overcome with increased familiarity with the book.

We have found that our customers also use this book extensively and find it convenient and profitable, even if for no other purpose than saving of telegraphic tolls.

We consider it a most useful and desirable book for use in the Grain Trade and the various interests related thereto.

Very truly yours,

POPE & ECKHARDT CO.

EAD-B

When such companies as this place so strong an endorsement on any code, it is conclusive proof that it possesses real merit.

Follow the example of the Pope & Eckhardt Co. and its customers; stop the leaks in your business by using an accurate, toll saving, grain, feed and seeds code.

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Grain Dealers Journal
309 So. La Salle St. Chicago, Ill.

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Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.



Montreal Harbour Commissioners' Grain Elevator No. 3, Montreal, Canada. The conveyors are Hyatt equipped.

In grain elevator equipment Canada's leading builders furnish Hyatt roller bearings



Hyatt bearing equipped shipping gallery conveyors in Montreal Harbour Commissioners' Elevator No. B, Montreal, Canada.

IN the operation of the modern grain elevators recently constructed at Montreal and Vancouver for the Harbour Commissioners, Hyatt roller bearings are playing an important part.

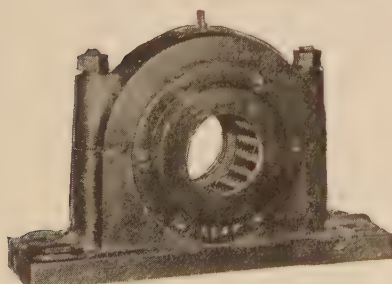
S. Vessot & Sons Co., Ltd., of Joliette, Quebec, built these bearings into the conveying and elevating equipment which they supplied for these elevators because Hyatt bearings insure continuous and carefree operation. Just as belt conveyors are far superior to other methods of transportation, so Hyatt bearings in conveyor pulleys and idlers are superior to plain bearings. —They speed up operation, increase the quantity of material handled, and reduce operating expenses.

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1516 of these Hyatt bearing pillow blocks are operating in the Montreal and Vancouver grain elevators.

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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, NOVEMBER 25, 1925

THE ARGENTINE crop scare is a godsend to the Canadian wheat pools.

THE WHEAT shorts are very thankful that fireworks never were popular in December.

BUYING new corn without testing it for moisture is worse than buying "gold bricks" on sight.

WITH July oats selling at 6 cents over December cash handlers have one more reason to be thankful, as they are getting a carrying charge.

CLEARING of the American Tobacco Co. of the charges against it by the old Federal Trade Commission adds one more to the long line of decisions against the Commission.

MILLERS who have been trying to have the contract grades of wheat raised on the Exchanges are not likely to gain their end, since any restrictions on the delivery would narrow the market.

KAFIR, milo and feterita have deteriorated so much as the result of continued rains that much of it will not stand shipment. Hence the Southwest will be even a bigger buyer of feedstuffs than last year.

SAMPLES of corn from 170 different sources gathered by the Iowa State College crop specialist showed an average moisture content of 28.4%. Evidently Iowa corn will not be in fit condition to ship for some time.

EMBARGOES against further shipments of damp wheat to Vancouver, Calgary and Edmonton elevators stresses the necessity of every Canadian elevator being equipped with driers that will take care of the damp wheat before it is past saving.

WHETHER you use future trades as a hedge against your cash holdings or not you will enjoy reading C. D. Sturtevant's address on "Future Trading a Necessity," published elsewhere in this number. His observations are the result of a ripe experience.

DISMISSAL by the Federal Trade Commission of the charge against the Chicago Retail Lumber Dealers Ass'n reflects the new attitude of that body towards business. The fact that two members of the Commission dissented leaves no odium on the lumber dealers, as their action was to have been expected.

SPECULATING in so-called "Advance or Decline Guaranties" with strangers who are responsible to no one and who invariably establish a fixed price so far away that the so-called investor can't possibly win, must be averse to reading, else they would not bite on so many of these shady schemes for catching suckers.

JUGGLING the discount rates of the federal reserve banks up and down to meet the alleged needs of any class impairs the ability of the system to function for the sole purpose for which it was created, to act as a reserve against panics. Any institution, federal or private, that tries to keep its funds out naturally can have no reserve.

COMMISSION merchants will not be held for undercharges accruing after the delivery of freight consigned to them if the Transportation Act is amended as recommended by the Legislative Com'te of the National Industrial Traffic League published elsewhere in this number. Consignors can now escape liability for the undercharges by signing B/L as provided in Section 7 of the conditions printed on its back.

NEW CORN contains so much moisture country buyers are finding it to their advantage to test every load and to refuse to accept corn overloaded with water. Corn containing 30 to 40% moisture needs to be given very careful handling if it is to be saved. The buyer with a large drier and a good moisture tester is operating at a great advantage because he can make contract corn for any market, ship it with perfect safety and at a sure profit. He has no fear of off-grades and discouraging discounts.

THE ELEVATOR MAN who makes no attempt to protect his property after the fire starts is of course the great exception, but such men are in charge of elevators and we learned recently of one who did not even take the trouble to notify the fire insurance company until a week had passed and during all that time the grain, much of which could have been saved, was permitted to burn and the company was not fully insured on grain. The man who fails to do everything in his power to protect the property entrusted to his care is not worthy of the trust. What he needs is a guardian—not a job.

SMUTTY wheat with its offgrades and heavy discounts received so much unfavorable advertising at the Omaha convention last week farmers will conduct a perpetual campaign against smut.

TESTING scales with 500 lbs. of test weights as is attempted by the State Scale Inspectors of Nebraska is not likely to give satisfactory results. Omaha's Chief Inspector in his address last week urged the elevator men to insist upon tests that were worth having.

THE CIRCULATION of false information regarding the acreage and yield of crops this year by European authorities is proving somewhat of a boomerang and Russia which started the season by exporting, is now in the market to buy. It may be possible to mislead selling countries which have surplus grain to spare for export one or two seasons, but after that they will not accept information from prejudiced sources without discounting the figures materially.

FARMERS who hold their grain seem to overlook the fact that they are speculating under more hazardous conditions than even the plunger in the pit. In addition to the hazards of the market the farmer who stores his grain assumes all the risk of fire, theft, deterioration and destruction by mice and insects. Another loss is certain. He will always suffer a loss in weight by evaporation and if his grain contains an excessive percentage of moisture, he may lose the whole stock from heating.

IOWA DEALERS who long suffered from the overbuilding of elevators as the result of misguided enterprises fostered by selfish bankers report that so many of the bankers have since discovered that an over supply of banks was just as detrimental to business as an over supply of elevators, so those who remain in the banking business will stick closely to it. The promoting of unnecessary elevators has proved very expensive to many of the bankers as well as to the stockholders of surplus elevators.

A KANSAS correspondent quoted in this number indulges in justifiable bragging of the work of his local fire department. A passing locomotive set fire to his wood shingle roof but the vigilant fire department got its chemical working on the inside and the water pipes on the outside with the result that Mr. Fire Fiend was chased out of town. Of course the local fire department is wearing new feathers in its hat and the grain dealer is still doing business at the old stand. It pays to have a fire department that works all the time.

NOTWITHSTANDING that a change in auditors occasionally results in a fire, it is a good practice in which to indulge. A secretary who was somewhat puzzled by the amounts of grain claimed to be in transit at time of audit, found that the records of his company did not agree with the records of the station agent, so he called in a new auditor and insisted upon a fresh cut off, but before they could weigh the grain in the house it was burned. The fire insurance company may have thought the loss was due to rank carelessness, but we doubt it.

WATER BARRELS for fire protection will need attention if the hard winter forecasted becomes a reality. Calcium chloride will keep this first aid in condition for use.

THE IMPRESSION seems to be gaining strength in the Southwest that the advancing price of wheat will induce enough of the farmers to market their holdings materially to increase the supply of wheat in the terminal markets.

THE PRESIDENT'S Agricultural Conference acquitted itself well with duties fully discharged; and its final recommendation that it be dismissed and not called back to make additional recommendations for legislation is a refreshing contrast to the tendency of commissions to perpetuate themselves in office long after they have worn out their welcome.

THE ENTERTAINMENT of conventions places such a heavy tax on the entertainers and interferes so much with the regular work of the organization that many trade associations are looking with disfavor on the usual entertainment. One of the latest to adopt this policy is the National Industrial Traffic League, which has requested that no formal entertainment be arranged by the cities where conventions are held. This will make some ass'ns more welcome and encourage the hotels to rent rooms at regular rates.

FIRE CLAUSES in contracts by manufacturing plants for purchase of grain are a jughanded device of the miller to throw the burden of his own fire hazard on the seller, without any corresponding compensation to the seller for assuming this risk. The legal effect of such a clause was set aside by the feed arbitration com'te of the Grain Dealers National Ass'n, ordering settlement on basis of market price at time of cancellation. Other arbitration com'tes may not be so bold and to protect themselves shippers can refuse to sign such contracts or insist on a clause making cancellation based on market price at time of notice.

LOCAL DEALERS who are so biased by long indulgence in cut-throat competition that they are unwilling to confer with neighborhood competitors are paying most dearly for their narrowness. Get next to the dealers of your county. Call in the farmers and ask them if they are better satisfied when each dealer overbids the price made by the last and invariably you will find that the sane farmers recognize that all shippers sell in the same market, hence can not vary from that market price plus the freight to any extent without dipping into their capital stock account. Cutthroat competition has ruined more grain dealers whose services were really needed in their communities than any other reckless practice because it has driven dealers to wilder speculation than they would ever think of indulging in if they were not losers by their cash grain transactions. We have no laws designed to foster ruinous competition. Every elevator operator is fully entitled to a fair compensation for the service rendered. It is his own fault if he fails to collect it.

WHEN YOU see a car leaking grain in transit send us the essential facts that we may publish and help the unfortunate shipper to collect for his loss.

TWO CARS OF CORN that arrived heating sold at Chicago at 63 cents when new No. 3 mixed was selling at 82 cents one day last week. Low grade stuff has been increasing. Out of 116 cars of yellow corn received in one day 62 graded sample. Caution is advisable in selling No. 3 to arrive. Only 20 cars that day graded No. 3 or better.

CONGRESS' reassembling next month, from present indications, will not be marked by a flood of bills as in other years, to regulate the grain business. The legislative com'tes of the organized grain dealers have important work in getting thru bills for interest on claims and for repeal of the 20 cent tax on privileges, if the Supreme Court delays the decision.

WAGON SCALE PITS should be well cleaned and drained before Jack Frost fills them with ice and snow. The elevator man with a wagon scale out in the open needs to give particular attention to the pit else he is sure to encounter a world of trouble. Pits which are open sufficiently to permit snow to drift in frequently cause much grief. It is far pleasanter and much more profitable to keep water, snow and ice out of the scale pit than to attempt to remove it when the thermometer is below zero. Ugh!

THE APPRAISAL of your elevator property and all its equipment as well as grain, seed and tools would be of great assistance in settling your loss after the fire. Your fire insurance policy requires that you prove the value of the property destroyed. No man could remember what property he had or form any estimate of its value except that he did this by examination before the fire. Some firms avoid future controversies over the amount lost by having their property appraised annually and then keep a close record of all additions.

IF THE Federal Government levies a tax on grain consumed in this country and uses the receipts for exporting our surplus grain products as proposed by Senator Cummins then Europe will surely have cheaper products because this artificial stimulus will encourage U. S. farmers to increase grain acreage in excess of home needs, and in the end the only one benefited would be the foreign consumers. While it is generally presumed that the learned senator was claiming to represent the grain state of Iowa, it may be that he contemplates moving to Russia.

AS A PRECEDENT the holding of the carrier to the B/L weight by the U. S. Circuit Court of Appeals as reported on page 577 of last number is given additional weight by the Court on Nov. 9 at St. Paul, entering an order denying the Chicago & Northwestern Railroad Co. a rehearing of the decision in favor of the Bewsher Co. It is thought this will end the litigation and prompt railway station agents to be more cautious about signing Bs/L until they are sure the amount of grain specified is in the car.

THE INLAND waterway champions are again indulging in a lot of talk and presenting all kinds of impractical schemes for making our swamps and creeks navigable. They seem to have overlooked the fact that even the great Father of Waters which is supposed to be navigable all of the time from St. Louis to New Orleans was so low much of the summer that even the government's barge line had to suspend operations. When our rivers are made navigable at all seasons, private enterprise will utilize them if they furnish reliable transportation at low freight rates. The Great Lakes are navigable, but the amount of freight transported over them is infinitesimal as compared with what could be transported if the shippers were not in such a hurry to get their goods to destination.

ARBITRATION has been successfully used by the grain trade for twenty-five years in settling trade differences and disputes with the very natural result that the members of the trade now have a clearer understanding of their own rights and a fairer consideration for the rights of others, so the trade is not cursed with half as many differences and disputes as formerly, and when they do arise, most of the trade are perfectly willing to submit the matter to arbitration by men familiar with trade customs and practices because they know from experience that justice and fairness are more likely to govern in the settlement of the controversy than if the case were taken to a court which depends on the technicalities of the law for guidance.

No Contract Is Valid Unless Both Parties Agree.

Dealers who send out confirmation of sales or purchases in duplicate for signatures must not forget that no contract is valid unless both parties thereto agree to it. When both sign the contract then both show that they are in earnest and can be depended upon to fulfill all the terms of the contract. It is not possible for either party to a contract to establish the validity of the contract by stipulating that in case other party fails to sign and return contract it will nevertheless be enforced. If such a clause could be used to establish the validity of a contract, then unprincipled dealers would indulge in all sorts of tricks to the great disadvantage of whoever they might see fit to send a confirmation to. No court will uphold an agreement or contract unless it is proved in court that both parties thereto agreed to all the terms and conditions of it. Verbal contracts for large lots of grain will not be enforced by the courts of any state, but written evidence of a contract is always admissible and that is why it is to the advantage of both parties to every contract to have all sales and purchases confirmed in writing by both parties.

Contracts drawn and signed by one party to a contract regardless of the conditions they contain have no binding influence on the other party. Tricksters who are ever averse to signing contracts do not hesitate to deny the contract if later market developments make it to their advantage to do so. When you find that kind of trader it is well to ignore him.

The Efficacy of Group Meetings.

Trade associations in many different lines of business are finding it greatly to their advantage to divide the territory into local divisions and to hold group meetings of the members of the trade in each district frequently. In this way association work is brought home to many dealers who never travel far from home so contact with competitors helps to make broader and better posted merchants of them to the profit of every one concerned. Years ago the plan of holding group meetings was popular with the grain trade and frequent meetings were held with the result that dealers better understood one another, were more tolerant of one another, and were not eternally looking for some flimsy excuse to embroil the whole neighborhood in a fight.

Group meetings properly conducted should result in far greater efficiency in the handling of crops and better results for the producers as well as the handlers. Too often the local banks or merchants in other lines are interfered with to the disadvantage of every one. The merchant who attempts to all-hog any line of business in a country market invariably brings heavy losses upon himself as well as upon competitors and sometimes they bring heavy losses to the banks as well.

The state associations can only bring about the improvement of local business conditions through conferences of local dealers who are in competition with one another. Invariably all are thoroughly familiar with the disturbing factors making for unrest in the district, and while the offended and the offenders hesitate to talk with one another about the trouble, they are ever willing to confer with dealers from the outside who are free from personal interest in the matter.

The district meeting does not take much of the dealers' time and if an earnest effort is made by all at interest, a large turn out can generally be obtained so that it is easy to wipe out differences and bring about harmonious relations at the group meeting. In the past many state associations have found it necessary to hold these meetings in order to extend the influence of their work and to interest non-members in better business conditions. We know of one district that with three meetings turned the principal elevators of the district from the credit to the cash plan of merchandising feed, coal and seeds. The losses through bad debts, the loss of time through interminable book-keeping and billing were saved to the reformers and to the perpetual advantage of their customers, many of whom had been buying so far in advance of their ability to pay that they hardly knew whether they were solvent or not.

The local meetings should enlist the more earnest support of all the neighborhood dealers toward bringing about the successful termination of long standing abuses. It is up to the state associations not only to discover trouble, but to call local meetings and bring about settlements.

Loans for Corn Belt Farmers.

The plan now on foot to organize an agricultural credits ass'n to make loans direct to corn growers has as its basis the allegation that the farmers are unable to get credit from the commercial banks. This may be true in some communities where the bankers became overextended on land loans at high valuations; but will not apply to any considerable portion of the corn belt; and after the proposed system has been put into effect it will be found that there is no more real need of such credit than there is for the Iowa farm warehousing law enacted a few years ago "to relieve" just such a situation.

The Iowa statute allows a farmer to have his cribs officially sealed, to make the warehouse receipt, so-called, good collateral; but only the slightest use has been made of the privilege by the farmers. It is too much bother, and they do not like the red tape. Where the local bankers are functioning they can get the money from the bank as cheaply.

The plea is made that the price of corn is so low the farmer must hold it for better prices and therefore needs a loan. Whether prices will be higher in the future is pure speculation; and those who encourage the farmer to speculate by loaning him the funds to carry his crop may regret their action if the speculation turns out badly. One need go no further back than the crop of 1924 to find an instance where the small yield of corn made it apparently a certainty, based on the statistics of similar conditions for ten other crop years, that corn would sell above \$1.50 per bushel. Instead there was a disappointing decline from \$1.37 to 80 cents. Those who now advocate loaning the farmer the means to speculate on an advance have no such bullish price situation in their favor. The present crop of corn is fairly large and the farmer has none too many animals to consume the crop.

The farmer and all concerned might analyze the proposition into its elements, loan and speculation. Seen in this true relation the proper course of the farmer is to sell his corn to the dealer in his home town for cash when he wants the cash; and if he feels that the price of corn will advance to buy a future on the Board of Trade. Thus he will lose nothing by shrinkage, ramage and wastage in his cribs, and he will know he is speculating.

Supplemental Statement in Privilege Trading Suit

The supplemental statement filed by Solicitor-General Mitchell, for the government, in the case of Trusler v. Crooks, a test case on the validity of the 20 cents per bushel tax on privileges follows in full:

"The foregoing brief has been prepared and is submitted in an effort to present to the Court the arguments which may be advanced in support of the validity of this statute. This work has been done while laboring under the conviction that the act is invalid.

"It is a delicate matter for a court to hold an act of Congress unconstitutional. It would be a still more delicate matter for the Department of Justice by confession of error to attempt to force a judgment of this Court that a statute is invalid. In such a case the Court might well decline to act upon a confession of error and insist upon examining the question for itself. There is in addition the consideration that we may be quite mistaken in believing the statute invalid.

"It therefore seems appropriate for the law officers of the United States, without regard to individual conviction, to submit the case for the usual consideration by the Court, and, since the arguments against the validity of the statute are adequately presented by the plaintiff in error, to file a brief in support of the statute.

"Our duty to sustain and enforce the Acts of Congress does not outweigh the obligation to support and defend the Constitution, and we feel under no obligation to conceal our opinion that in this case Congress under the guise of a revenue measure which can not produce a dollar of revenue (except that paid to make a test case) has attempted completely to prohibit transactions which it has no power under the Constitution to deal with."

The tax on privileges is embodied in Sec. 3 of the Future Trading Act. Argument was heard by the United States Supreme Court Nov. 16.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 119088 passed thru Hendley, Neb., east bound, on Sept. 29, leaking wheat at the door post.—G. W. Query, mgr., The Farmers Business Ass'n.

C. B. & Q. 110226 passed thru Hendley, Neb., east bound, on Sept. 22, leaking wheat at the door post.—G. W. Query, mgr., The Farmers Business Ass'n.

C. & N. W. No. 91526 leaking grain at sides when passing thru Clinton, Neb., on Sept. 2.—Jas. G. Motz, mgr., Clinton Grain Co.

Happiness

Happiness I have discovered is merely a rebound from hard work. It is one of the follies of men to imagine they can enjoy mere thought, or emotion, or sentiment. As well try to eat beauty. For happiness must be tricked. She loves to see men at work. She loves sweat, weariness, self-sacrifice. She will be found not in palaces, but lurking in cornfields and factories and hovering over little desks. She crowns the unconscious head of the busy child. If you will look up suddenly from hard work you will see her, but if you look too long she will fade sorrowfully away.—David Grayson.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Standing of Non-Member?

Grain Dealers Journal: Can you inform me as to the responsibility of the _____, Kansas City, Mo.? Sincerely, E. E. M.

Ans.: In reply to your inquiry will say that _____ is not a member of the Kansas City Board of Trade. By confining your operations to members of organized exchanges you are protected against sharp practices and unfair dealings by the rules of the exchange which are most rigidly enforced. Dealing in what are called "Advance or decline guarantees" for a special limited period of time is decidedly precarious because the brokers or sellers who solicit this business find it to their advantage to fix the limit at a point so far away as to make winning by the customer extremely doubtful. There are ample hazards in grain speculation, both cash and futures, to give any dealer all the thrills he may long for, and what is more, he has some chance of profiting by a change in the market. Every price made on a grain exchange is posted and open to the public so the customer should always know whether or not his broker failed or had the opportunity to fill his order. Dealing with non-members is assuming an unnecessary risk. Why do it?—Ed.

Unfair Sidetrack Agreement

Grain Dealers Journal: The Cincinnati Northern Railroad Co., whose tracks serve our elevator has asked us to sign a side track agreement, similar to the agreement signed by the party from whom we bought the elevator.

The agreement requires us to pay the proportionate cost of maintaining the track based on the number of cars handled for the general public using the track for loading and unloading freight; but we are required to bear all the risk of fire or damage to property even when due to the negligence of the carrier, while the general public bears none of this risk.

Other industries like ours located at other towns along this railroad do not have to sign this kind of an agreement.

Do we have to sign this kind of an agreement with the railroad company and what would be the result if we should refuse to sign this agreement after we have been requested to do so? Could it refuse to spot cars to us on this track, and could it remove this track if we refuse to sign? If we refuse to sign this agreement and the railroad company refuses to render us service on this track what recourse have we on it for refusing to do so?—Burton R. Hoaglin, Mgr., Scott Equity Exchange Co., Scott, O.

Ans.: It is contrary to public policy to make agreements that encourage others to be negligent by absolving them from any penalty due to such negligence. It is also unreasonable to require the user of a track operated by the carrier to assume risk of fire not caused by him. Therefore the elevator operator has a right to refuse to sign this one-sided agreement.

Instead of refusing to sign the elevator operator should request a change in the agreement to meet his own views. The railroad company then would be in the position of making trouble for itself in the courts by its own refusal to grant a reasonable agreement. The railroad companies prefer to stay out of the courts and the Railroad Commission. The agreement is unnecessary, since the carrier is fully protected by the common law; and the carrier is not entitled to payment, since it derives revenue by hauling freight loaded and unloaded on this track.

Other shippers in Ohio have refused to sign this agreement and the railroad company has not since refused to spot cars, nor made any attempt to remove the track. Aside from ex-

pressing a willingness to sign a "reasonable" agreement the shipper is advised to pay no attention to the demand.

How to Get Rid of Rats?

Grain Dealers Journal: Our elevator is badly infested with rats and we would like to know a sure way of getting rid of them. We have tried poison at various times, but it seems to do but little good. Do you know of a swift effective way of exterminating them? Is there a poison gas that will work?—Horton Grain & Lumber Co., Hammond, Ill.

Ans.: The poison gas that will kill the rats is hydrocyanic acid gas; the generation of which is described on page 377 of the *Grain Dealers Journal* for Mar. 25.

All precaution should be taken not to kill human beings; and the gas must be given opportunity to get under the floors and into the runways of the rodents. Of course, the fumigation can be limited to the parts of the plant where the rats are found, the ground floor, thus saving material. This gas works as well in cold as in warm weather.

Prepayment of Freight to Non-Agency Station?

Grain Dealers Journal: A car of fuel was ordered from the mines at a given price f.o.b. mines and the mines confirmed the car accordingly, at that price f.o.b. mine.

This car of coal was shipped and traveled freight collect. Later it developed that the delivered station was a blind station without an agent and the car was held at the station next before destination without the agent making any effort to collect freight from the parties at the station a short way down the line.

The freight was billed back and then prepaid by the original shipper. When this charge was made to the consignee he refused to accept it on the ground that it was an unauthorized extension of credit to his customer.—White Bros., Scotts, Mich.

Ans.: The original shipper, the mine, had no recourse but to pay the freight, when the tariff of the carrier required freight to be prepaid to a non-agency station.

Therefore, the consignee has no recourse but to pay the mine the freight and endeavor to collect from its customer.

The Interstate Commerce Commission in Conference Ruling No. 20 said: "A shipper had an understanding with agents of carriers that when he delivered shipments to them consigned to stations at which there were no agents the carriers would so advise him and hold the shipments for further direction. In a given case a carrier neglected to so advise him and to hold the shipment, but billed the shipment and sent it forward to a non-agency station as a prepaid shipment. Held, that the shipper must pay the charges and that no understanding of that nature, not incorporated in the published tariffs of the carrier, will operate to relieve the carrier from the duty of collecting the lawful charges."

A carrier is under no obligation to collect the charges from a notify party, and at its option may receive the freight charges from either consignor or consignee.

Municipally-Built Elevators?

Grain Dealers Journal: I would appreciate a list of grain elevators that have been built by municipalities in this country. I have in mind New Orleans, and Norfolk, Va., and am sure there are others.—M. McFarlin, Des Moines, Ia.

Ans.: Government construction of grain elevators is more common in Canada than in the United States.

In Canada several cities own and operate elevators. The Harbor Commission of Montreal, which handles more grain for export than any other port on this continent, has four modern fire proof grain elevators, all of which are kept busy. No private elevators are used in handling export grain from Montreal.

The Canadian Government is building a modern terminal storage ship loading elevator at Halifax and another at Prince Rupert on the Pacific Coast.

The Canadian Government has built and operates large storage elevators at Edmonton, Calgary, Victoria, Port Arthur and Port Colborne.

The Port Commission of New Orleans has successfully operated a modern fire proof elevator of 2,600,000 bus. capacity for several years, and this year has taken over the operation of the

two large wooden elevators of the Illinois Central Railroad at Stuyvesant Docks. In fact it now operates the only large grain storage plants in use at that port.

The state of New York has built an elevator at Oswego, N. Y., for receiving grain from boats to be transferred to canal boats and taken to New York where it also maintains a modern fire proof elevator at Gowanus Bay, Brooklyn, for receiving grain from boats.

The City of Norfolk has built an elevator and is now operating it.

The State of Alabama has voted \$10,000,000 bonds, part for a grain elevator at Mobile, when needed.

The Harbor Commission of Houston, Tex., is building a 1,000,000-bu. elevator.

The State of North Dakota built an elevator at Grand Forks, but has been unable to make it pay.

The Harbor Commission of Portland, Ore., built an elevator.

The Port of Astoria, Ore., has built and operates an elevator.

Wapello, Ia.—Two Iowa draft horses have set a record surpassing that heretofore held by Canada in pulling tests on a dynamometer. They weighed 1,860 and 1,825 pounds. On Sept. 1 the team developed 3,425 lbs. tractive pull, equal to starting a load of 44,500 pounds on granite block pavement for 15 or 20 successive times, the test being made at the Iowa State Fair. The world's champion team is owned by H. H. Cutkomp.

Pooling Contract Held Invalid

J. G. Atkinson and other wheat growers became dissatisfied with the Colorado Wheat Growers Ass'n and brought suit to cancel their pooling contracts. The district court of Phillips County decided in favor of the defendant Ass'n, the farmers took an appeal and the Supreme Court of Colorado reversed this on June 22, 1925, as reported in the *Journal* July 25, page 107.

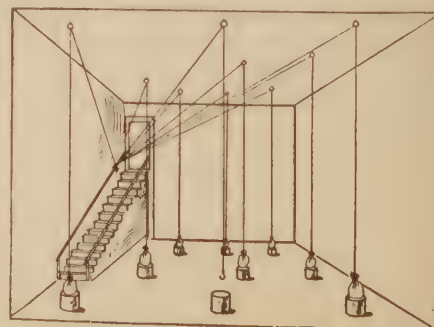
On account of a pending rehearing, which was denied Sept. 8, official publication of this decision was delayed, but now it can be cited as authority at page 1117 of Vol. 238 of the *Pacific Reporter* issued Oct. 12.

Cyanide Successful Where Other Insecticides Failed.

The Glass Milling Co., Nicholasville, Ky., fumigated one Saturday for the eradication of roaches, which had become a very serious pest. Steam, roach powders, and poison baits had been used to combat the pest but with no avail.

Hydrocyanic gas was brought into play. Fifty three-gallon jars were used. These were filled with 5 pounds of sulphuric acid and 10 pounds of water. These were placed throughout the building. Sodium cyanide was weighed out, in 2½ pounds and put in paper sacks, and placed at each jar. At a given signal these sacks were hurriedly placed in the jars and the building closed up tight. The building was opened up to air out on Sunday. On Monday, the basement floor was black with dead roaches.

The gas was so effective that it killed all life in the building, bats, mice, flies and other pests. In this fumigation, 300 pounds of sulphuric acid and 150 pounds of sodium cyanide were used. The total cost did not exceed \$50.



Strings Suspending Cyanide Charges Over Crops of Sulphuric Acid.

Gets Damages from Carrier for Delay in Furnishing Cars

The St. Louis & San Francisco R. R. Co. was denied a rehearing Sept. 8, 1925, of the suit in which the Hobart Mill & Elevator Co., of Hobart, Okla., recovered judgment for \$1,172.12 for delay in furnishing cars.

Plaintiff alleged that the price of wheat in Hobart, Okla., was based on the price of wheat at Galveston, Tex., less cost of carriage; that he ordered cars from the agent of the defendant railway company at various times, to be used in shipment of wheat, giving ample notice; and that the defendant railway company failed and refused to deliver or furnish a sufficient number of cars and in fact only furnished about 12 per cent. of the cars ordered, prior to August 26, 1920, on which date there was an advance in freight rates, increasing the rate on wheat per hundredweight from Hobart to Gulf ports from 37 to 50 cents, and that on said date a war tax of 8.034 cents per bushel took effect, thereby causing a decline in the price of wheat at Hobart in the amount equal to said advance in freight rates and the war tax; and that, by reason of the failure of said defendant railway company to furnish the cars ordered within a reasonable time, plaintiff was damaged in the sum of \$1,794.79, on 22,000 bus. of wheat purchased for shipment prior to August 26th, 1920, which was then in the elevator, and which plaintiff would have shipped, had cars been furnished.

The defendant's answer consists of a general denial and a further plea that there was an unprecedented demand for grain cars, such as could not have been anticipated by defendant, and that there was a congestion of traffic over defendant's entire line of railway, and on the line of all railway companies throughout the United States, brought about by conditions over which the defendant had no control, and that it was impossible and impractical for the defendant to furnish cars to the plaintiff for the transportation of grain at the times herein mentioned.

The case was tried to a jury on Dec. 20, 1921, resulting in a verdict for plaintiff for damages in the sum of \$1,172.12.

On appeal the railroad company alleged that the lower court committed error in giving the jury an instruction based on the rule that it is the duty of railroad companies to provide and maintain reasonable, adequate, and sufficient facilities for the transportation of all commodities which ordinarily and reasonably might be expected to seek transportation along its lines and that it was the duty of the railroad companies, upon reasonable demand having been made to furnish cars, or if the delay was occasioned by reason of the failure of the employees of the defendant to use reasonable care and diligence in furnishing said cars, and instructing the jury that the failure of the company in either event would entitle plaintiff to recover such amount of damages sustained, as the direct and proximate result of the failure of the defendant to furnish cars. The plaintiff's allegations of damages were based on the decline in the market of wheat in Hobart, resulting from the increased freight rate and war tax, and appellant contends that this was not the proper measure of damages, and cites 10 Corpus Juris 446, p. 311, which announces the following rule.

"Delay in Furnishing Cars.—For unreasonable delay in furnishing cars for transportation of goods, the shipper is entitled to recover the difference between the market value at the time when the goods should have arrived at destination and their value at time when they actually did arrive."

The Supreme Court of Oklahoma held the foregoing rule to be a correct rule of law and the one relied upon in this case, and said:

The plaintiff could have alleged that there was a decline in the price of wheat in the Gulf

port markets, to which he shipped, and then by the introduction of the evidence which was introduced he would have disclosed the reason for the decline. He merely pleaded the reason rather than the result and while this may be objectionable in some particulars, it was sufficient as against a demurrer to the petition, and a demurrer to the evidence, and in fact the record discloses that there was a decline probably, other than that complained of; but the decline caused by the increase of freight rates and the war tax by reason of the fact that the plaintiff was forced to deliver his wheat at the Gulf ports, was the most certain and definite damage that could have been shown, and we think a very proper measure of damages in this case.

The appellant next complains of the error of the court in refusing to permit the introduction and order promulgated by the Interstate Commerce Commission, where in the Commission calls attention to the shortage of equipment and congestion of traffic, which existed over a large number of railroad lines including the line of the appellant, and offers suggestions looking to some relief of the situation, and other orders of a similar nature were offered in evidence and objected to by the plaintiff, which objections were sustained by the court, of which appellant complains; but no authority is called to our attention which authorizes the introduction in evidence of such documents.—239 Pac. Rep. 165.

New Pres. of Omaha Grain Exchange.

One of the most popular members of the Grain Exchange was chosen by the Board of Directors of the Omaha Grain Exchange to head its administration for the ensuing year, at the recent annual meeting.

Frank C. Bell, the newly elected pres., is a director of the Chamber of Commerce and has been a director of the Grain Exchange for four years. His interest in the public welfare has made him active in civic affairs and community work.

Since coming to Omaha from Auburn, Neb., in 1908 he has been continuously identified with the Updike Grain Corporation, taking charge of its consignment department in 1912, since which time he has been continuously on the floor of the Exchange. He is now a director of the company, and its consignment department, under his able management, has grown to be one of the largest at that market. A portrait of Mr. Bell is reproduced herewith.



Courtesy Omaha Bee.

Frank C. Bell, Omaha, Neb.
Pres.—Elect Grain Exchange.

Future Trading Com'ite Report to Millers Federation.

At the semi-annual meeting of the Millers National Federation held at Chicago Nov. 19 its Future Trading Com'ite, of which Sydney Anderson is chairman, submitted the following report:

Your com'ite met in Chicago on May 5, 1925, all members being present. After discussion of the entire matter your com'ite met with a similar com'ite representing the national legislative com'ite of the grain exchanges on the following day. At this meeting a number of proposals were presented and discussed. Considerable difference of opinion developed, but the joint meeting agreed to recommend to the grain exchanges proposals in substance as follows:

1. The establishment of a clearing house in connection with the Chicago Board of Trade.

2. More effective regulation of private crop and market reports.

3. To recommend to the Secretary of Agriculture that the Grain Futures Administration and its representatives be prohibited from making public statements tending to influence the market and indicating the trend of prices or justifying or otherwise commenting upon the market position.

4. To recommend to the Agriculture Department that in issuing crop estimates the department indicate, in addition to the crop out-turn based upon acreage and condition at the time of making the forecast, the possible variations from the estimate which might occur based upon previous experience, and indicating the other factors or variables affecting the market on both sides.

5. The setting up of a com'ite to act in conjunction with the Grain Futures Administration in giving effect to measures designed to prevent excessive speculation or manipulation and to exercise more definite disciplinary control of the membership in this connection.

Since the progress report was made your com'ite, thru its chairman, has been in constant touch with the Secretary of Agriculture, the chairman of the program com'ite created by the Chicago Board of Trade to suggest a program of action to the board of directors, the president of the Chicago Board of Trade, and the acting chairman of the national legislative com'ite of the grain exchanges. All of these gentlemen have been most courteous in seeking the suggestions of your com'ite and have considered these suggestions in the most fair-minded and co-operative spirit.

Also, since the preliminary negotiations were undertaken by your com'ite, new or amended rules have been adopted by the Chicago Board of Trade, as follows:

1. Providing for the establishment of a modern and inclusive clearing house. The organization and procedure of the clearing house are now in the process of development.

2. Providing for the voting of non-resident members of the exchange by mail on amendments to the rules.

3. Providing that the board of directors by two-thirds vote may in emergency, declared by them, limit daily fluctuations to 5 per cent or a higher percentage of the average closing price of the preceding day.

4. Providing for the appointment of a business conduct com'ite consisting of five members, three from the general membership other than directors or officers of the ass'n, the president of the ass'n, and the treasurer of the clearing house (or president of the Grain Clearing Corp.). The functions of this com'ite are to act in conjunction with the Grain Futures Administration in preventing manipulation of prices and "to have general supervision of the business conduct of the members, particularly insofar as such conduct affects (1) non-member customers, (2) the public at large (3) the state government, (4) the federal government, (5) public opinion, and (6) the good name of the ass'n."

Similar rules have been adopted by some of the other exchanges and will doubtless be adopted and made effective in all of them.

While many millers perhaps will not be in entire accord with these proposals and others will believe that further or different action should have been taken, the com'ite is of the opinion that these rules provide for procedure and machinery which, when fully developed, is capable of regulating, if not wholly preventing, the evils of manipulation and excessive speculation concerning which millers and others have complained.

In any event, it is suggested that the adoption of these rules gives evidence of a desire on the part of the exchange to meet the views of the millers and to take action designed to correct the evils of which they complain.

The com'ite believes that time and opportunity should be afforded the exchanges to develop and try out the procedure and machinery provided by the new rules before further or different action looking to the further control of the exchanges by rule of the exchange or by Act of Congress is proposed or adopted.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Confirms Sales by and to Farmers.

Grain Dealers Journal: I dropped into the office of a country dealer at Calamus, Ia., recently and had brought home to me in a most emphatic manner the great advantage of keeping a carbon copy of every order, every contract, every confirmation, invoice and notice of shipment sent out. In that way it is easy for any one identified with the institution to learn exactly what has been done. I always was a firm believer in duplicating agreements for contracting farmers' grain and confirmation blanks in triplicate for confirming sales of grain.

Theoretically every dealer who gives the subject any thought will no doubt agree that keeping a duplicate is a splendid practice, but few country dealers are so methodical as to conduct their business in the orderly way which they know is best. Trade disputes, differences and misunderstandings have not only resulted in much loss of time for every country dealer, but it has also cost him dearly in money because he depended so much on his own memory for what he had done.

Each one of the forms used by F. Mueller & Son provide spaces for each of the essential facts to every contract order or offer so that it is not necessary to omit stipulating one of the real essential conditions of a contract. Then, too, having a carbon copy of the original places a permanent check on attempted altera-

F. MUELLER & SON

"Iowa Seeds for Iowa Farmers"

"Fair Deal Grain Men for Our Farmers"

Calamus, Iowa /
Grand Mound, Iowa /

Mr.

Confirmation is hereby made to you of our

.....

Commodity

Quantity

Delivery

Price

Quality

To

.....

It is agreed that in the event of delivery on this contract of grain or other commodity of inferior quality, that the seller will accept a fair market discount in settlement.

It is agreed, that the retention of this memorandum on your part whether or not it is signed by you, and the absence of immediate request for corrections, shall constitute its full acceptance by you upon the terms herein stated.

F. MUELLER & SON

tions by any one. The blank sent herewith is used by Mueller & Son for confirming either the purchase of grain from or the sale of seeds and feed to farmers. If all the conditions of a purchase or sale are clearly and plainly stipulated in the confirmation, then there is no excuse whatever for the other party indulging in an interpretation of them contrary to the intent and interest of the drawer of the confirmation.

Dealers who vigilantly insist on the use of duplicating and triplicating forms in all contracts and orders pursue much safer methods and will have surer profits.

While the form used by Mueller & Son in confirming business transactions with farmers is good, I believe that the style of purchase contract which provides for the payment of earnest money is more likely to hold in every state. Then, too, the payment of earnest money gives the dealer additional excuse for asking the farmer to sign on the dotted line.—Fred Stone.

New Corn at the Terminals.

Grain Dealers Journal: At a time when farmers are becoming panicky and offering their new corn with high moisture content to the grain dealers of the corn belt, it is well for the country grain shipper, before he accepts any considerable quantity, to consider the prospective profit or loss.

The damp corn presents an excellent opportunity to lose money. In practically all sections it is so wet that shipping it is fully as hazardous as holding. If any delay is encountered in its movement to driers, the corn is likely to arrive in a heating or hot and sour condition.

Terminal market men buy corn on grade. If it isn't up to a certain standard when it arrives it must take a heavy discount. It makes no difference what the condition was at point of origin, corn is paid for according to its condition on arrival.

If the country shipper does not buy on grade, but pays for corn only as corn, he must expect to take losses when he ships the new crop. It is not the intent of terminal market and storage men to accept grain that will not keep, without charging back to the shipper the cost of conditioning it.

Hence it is advisable to buy only corn which is fit for shipment and to consign only to markets sufficiently close to avoid delay in the arrival of the car, where proper drying facilities are quickly obtainable.—J. J. D.

The County Agent.

Grain Dealers Journal: Attending the fall meeting of the Ohio Grain Dealers Ass'n last week I was very much pleased with the discussion I heard in regard to the value of the county agents. It has long been my conviction that the "beneficial results" obtained by them do not warrant their hire.

It is supposed that the original purpose for creating the office of county agent was in the interests of better agricultural methods. Possibly something could be done along that line to get the farmers to study their soils and work their farms scientifically. Therein the properly trained county agent might be of some help. But no one ever said to the county agents, "Your job is educational, see that you treat it in that light." Hence the county agent never has.

The exact duties of a county agent have never been fully defined. They have been given a broad latitude in which to work, with the consequence that they drifted into the merchandising field and draw funds from two sources, the government and the taxpayers.

Helping the farmer: analyze his soils, grow bigger and better crops, raise pure-bred stock, has been forgotten in the effort to get him to put the money he earned with his own head and hands into marketing enterprises and

merchandising schemes which might better be left in the hands of the experienced distributors.—Ohio.

Boston, Mass.—A law has been enacted in Massachusetts compelling farmers to fall plow their stubble land before Dec. 1, due to the ravages of the European corn borer. Last summer whole fields of corn were destroyed by the pest, which is headed for the corn belt states at a speed of 15 to 20 miles a year. Parts of Ohio and Michigan are already infected.

Washington, D. C.—The effect of commercial fertilizers in the control of the European corn-borer will be tested at some of the middle-west experiment stations, according to announcements of the Soil Improvement Com'te, of the National Fertilizer Ass'n. Efforts are being made to develop a quick maturing corn that may be planted sufficiently late to escape the egg-laying period of the moths which develop the corn-borer.

Millers Want a Future They Can Grind.

At a conference with officials of the Kansas City Board of Trade recently millers urged the reduction of the percentage of damage and mixtures in the grades of wheat deliverable on contracts for future delivery.

The grain men are prevented by the grade rules of the federal government from carrying out the suggestions of the millers, one being that the delivery grade should have a certain amount of protein. Protein is not recognized in the federal rules governing the grading of wheat.

Government Lost £138,011,673 Handling Wheat

The final balance sheet of the Royal Commission on Wheat Supplies has only recently been issued, four years after this organization ceased to operate. During the later years of the war and for many months afterward this commission purchased wheat and flour for Belgium, France and Italy, as well as for the United Kingdom, and its operations also included corn, oats, barley, rye, rice and other cereals. The balance sheet covers only operations in bread grains on behalf of the United Kingdom. The net loss disclosed is the enormous sum of £138,011,673. The estimate at the beginning was that the bread subsidy would probably not involve a greater cost than £12,000,000. Government merchandising of wheat may have been necessary under the conditions of the great war, but the results of this particular experiment have done more than anything within a generation to convince the world that it should be only a last resort.—*Grain Trade News*, Winnipeg.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Nov. 30-Dec. 1. Wholesale Grass Seed Dealers Ass'n at Chicago, Ill.

Dec. 2-4. South Dakota Farmers' Grain Dealers' Ass'n at Aberdeen, S. D.

Dec. 11-12. American Corn Millers Federation at St. Louis, Mo.

Dec. 29-31.—Official Seed Analysts Ass'n at Kansas City, Mo.

Jan. 19-21.—Iowa Farmers Grain Dealers Ass'n at Des Moines, Ia.

Feb. 9-11.—Illinois Farmers Grain Dealers Ass'n at Peoria, Ill.

Future Trading a Necessity to the Efficient Marketing of Grain

An Address by C. D. Sturtevant at Banquet Given by Omaha Grain Exchange

The system of future trading as it exists today is the result of a natural process of development and evolution from the small beginnings in Chicago about seventy-five years ago to the immense volume of highly specialized business as now conducted in the contract markets.

Like all other products of human thought this system is imperfect, it will never attain perfection but will, I hope, continue to approach perfection. It is still developing and should continue to develop. It will never function one hundred per cent, nor will it ever reflect actual conditions; but in spite of its imperfections and limitations, it is today one of the outstanding results of human endeavor in commercial life. It is without doubt the most scientific method of merchandising ever devised. No other system provides such an efficient method for equalizing the pressure of seasonal production throughout the year. No other system permits the distribution of Nation wide products at so small a margin of profit; no other system permits the accumulation of such large stocks of raw materials with so little risk of price fluctuations, and no other system provides such a quick and wide distribution of accurate information of changes in conditions and prices.

Everyone directly or indirectly interested in the production, distribution or consumption of grain or grain products is affected by, and must to a greater or lesser extent adjust his business to the prices of grain futures.

Men in Congress and elsewhere seek to destroy this institution upon which all are more or less dependent. Some of them undoubtedly are sincere and some of them are self-seeking politicians, but none of them so far have offered anything to take its place.

If every man in Congress was endowed with the wisdom of Solomon, still Congress could not produce a satisfactory substitute (if every man in Congress had the wisdom of Solomon they would not try) because the present system is not the result of talk and theory, but of experience—the child of thousands of minds pulling and hauling this way and that through three generations. Trying this and discarding it, trying that and finding it good, sometimes retracing their steps, usually actuated by selfish motives, but still progressing step by step and evolving an institution which is the expression of the experience of those three generations of grain merchants.

No body of men, no matter how wise, can design a full grown system to take the place of such an institution, nor can they eliminate it from our business life without resulting in chaos.

Russia had a governmental institution, the revolutionists wiped it out and tried a brand new one. Whether future generations will benefit by the experiment they only can tell. If they do benefit, it will not be because the Soviet Government was perfect in itself but only because they laid the frame work for experience to develop and evolve a better government than would have developed and evolved from the old Imperial Russian Government in the same time.

In the meantime the Russian people are living in chaos, degradation and misery, all for the sake of a theory—an experiment in government. Against this misery and degradation of the present generation there is a possibility—a chance of benefit for future generations. Is it possible for an ordinary reasonable person to appreciate or understand the unbounded egotism of the men who destroyed the Russian Government and brought indescribable misery on millions of people—to set up in its place the poor creature of their brains?

The destruction of future trading in this country would be comparable in a limited degree with the destruction of the Imperial Russian Government. I believe the egotism of those theoretical economists who think they know what is best for farmer, grain merchant and consumer is comparable with the egotism of those men who thought they had a better system of government for Russia, and I do believe that if future trading is discontinued chaos will result in the grain trade.

What would happen if there would be no more trading in futures, no opening quotations tomorrow morning and nothing to broadcast from WAAW. Suppose a farmer came in to your office and wanted to sell a car of grain. Would you buy it not knowing what the market was? Of course you would but you would cut the

price to protect yourself. The farmer who now gets the opening by radio would have no immediate information as to values and might or might not sell his grain at your low price, but I am sure you would not buy it unless he did. The same thing would happen on the Omaha market—buyers would back away either in self protection or because they would see a chance to make a big profit. The mills with knowledge of what they could get for their products, the exporter with knowledge of foreign markets, the terminal dealer with orders in hand for distribution or consumption, would all have an advantage.

At present a great mass of information is distributed over the private wires in order to serve customers who pay commissions on future trades. The only reason all this information is put out is to earn commissions. But with no future trading there would be no private wires except to serve those dealers who were big enough to maintain this service for their own selfish and private benefit. There would be no incentive to broadcast any information, on the contrary the incentive would be to keep it quiet and use it for selfish purposes.

The immediate result of the elimination of future trading would be a sharp widening in the margin between what the farmer gets for his grain and what the consumer pays for it, and every middleman all along the line would widen that margin of profit. Merchants handling commodities other than grain have to make 10-20-30-50 percent to secure a profit. With no trading in futures, no protection as to price declines, no information going out to producer or consumer other than that distributed by governmental agencies, is there any reason why the margin of profit on grain would not materially widen?

What would happen during the period of heavy crop movement, that time right after harvest when there is more grain coming to market than there is an immediate consumptive demand for? At present large storage facilities are used to store this grain and the grain so stored is hedged by sales of futures. Banks will loan money on these stocks because they know that no matter how much the actual value of the commodity may shrink the owner and borrower is protected by his hedge.

With no futures, banks would not loan so freely, the terminal dealer with limited capital would be forced out of business and only those concerns with unlimited capital and with their own private sources of information would store the surplus grain. Have you any idea they would do it for nothing? Can't you see the price of wheat in August and September declining to a point where the big terminal dealer can store it at a large and sure profit? Can't you see the price under a dollar in the fall and over two dollars in the spring? The fluctuations in the prices of grain last winter would be child's play compared with fluctuations under those conditions and the profits, if any, made by grain dealers during the last five years would be just chicken feed compared to the profits and losses which would be made and suffered each season if there were no trading in futures.

The surplus corn last year and the year before was moved and sold on a continually advancing market. The terminal dealers took this corn at high prices, day after day, put it in store and hedged it and sold it in the spring for less money than they paid the farmer for it and still made enough profit on their hedges not only to offset the loss on the cash corn, but to make a profit in addition. Can you imagine any other system of marketing that would permit the middleman to sell his merchandise for less than it cost him and still make a profit.

Future trading also makes it possible for dealers with comparatively small capital to handle large volumes of grain. With no future trading the grain business would naturally and quickly drift into the hands of a few large combinations, some country elevators would make money, some would go broke, and the successful would absorb the unsuccessful. The same conditions would obtain in the terminals and in the course of a few years the small grain dealer would be a thing of the past and vast combinations would handle the grain crops of the country and would make enormous profits. Some of these companies would undoubtedly be co-operative in character, but in the absence of a system of pure socialism and a non-co-operative grain company, each is trying to make a profit.

The personal ambition of the managers will cause them to strive for big profits no matter how those profits are to be distributed. In the one case the farmer member gets the dividends, in the other the stock owner, but the desire in all cases is to make big profits no matter how distributed and the opportunity to make big profits coupled with the ambition and diligence of the managers of the grain companies would bring about these two results—bigger profits to

the middleman and huge combinations to handle the business.

I have an old axe out home that I use for chopping firewood. So far as my experience goes it is the most efficient tool for that purpose. I have to sharpen it now and then, sometimes I break the handle and have to get a new one, sometimes I sharpen it straight across—sometimes round, but I find if I keep it in condition and use it properly it will cut wood.

Now supposing one of you gentlemen had an axe like that and you were chopping wood and the axe slipped and you cut your foot, you would probably swear at the darn thing, throw it as far away from you as you could and sit down to tie up your foot. Was it the axe's fault that you were hurt? Hardly. It might be the fault of the wood, but nine chances out of ten it would be your own fault, and still the axe would get the blame. Now supposing that while you were sitting there swearing and binding up your wound a fellow came along and tried to sell you a pocket knife and told you, you could cut your firewood with it. Would you believe him? Supposing he was a silvertongued orator like my friend Mr. Bewsher and he unbuckled his full line of eloquence to convince you that you could cut firewood with his particular brand of pocket knife. You might buy the knife, but I am sure that after your anger had cooled you would go get the old axe, wipe off the blood and stand it in the corner so as to be handy when you wanted to cut some more wood. You might try the pocket knife and fool with it and use it as far as it would go, but I am sure you would never keep warm by burning the wood it cut. You might find it useful in a small way but you would not discard the old axe.

The institution of future trading is a keen, efficient tool—the most efficient for the purpose for which it was evolved. It must be kept sharp, it should be kept free from rust, the handle must be tight, you can wrap tape around the grip and tie ribbons on it if you want to make it ornamental, but if kept in condition and used properly it will fulfill its purpose. If it is not kept in condition it will not function so well. If used improperly or carelessly it may hurt you. If it does, it is not the fault of the system, but of the user.

Should we discard this efficient tool for an untried substitute or for no substitute? I think not. Regulate it by all means—everything is regulated now-a-days, and I don't know any reason why the institution of future trading should escape the paternalistic tendency of the day—but let us be very careful not to carry the regulation to a point where it will interfere with the efficiency of the tool. Don't let anybody put a child's size handle in a man's size axe. Let our regulation be broad, wise and constructive—not narrow, foolish or destructive.

If we do this, if we make only such changes in our system as experience tells us will increase its efficiency, it will continue to develop during the future generations as it has in the past and will continue to function as the best method of crop distribution.

Egyptian wheat and barley from the tombs of the kings has been found in an excellent state of preservation and presented to the University of Chicago by Professor Jas. H. Breasted. Fakirs will soon be offering it for seed.

Winnipeg, Man.—Samples of hemp grown on the irrigation farms in Western Canada foreshadow a new industry there. Canada at present imports nearly \$5,000,000 worth of twines and cordage, not including binder twine, annually.

Menomonee, Wisc.—Dunn county, Northern Wisconsin, and the Wisconsin Experiment Ass'n combined their annual grain shows to make Wisconsin's State Grain Show, held here Nov. 18 to 20. Addresses were made by E. J. Delwiche and L. F. Graber, of the College of Agriculture, both alfalfa experts.

Cincinnati, O.—Recommendations of the directors of the Fleischmann Co. to split up the Fleischmann common shares from the present 1,500,000 to 4,500,000 has been approved by the stockholders. Stockholders will thus have 3 shares of stock for each one they now hold. Old stock was on a basis of \$4, the new will be on a basis of \$2.

Shippers will look with disfavor on the demand of the Brotherhood of Locomotive Firemen for an advance of 7% in wages. The engineers are preparing to make a similar demand while all farmers are demanding a reduction in freight rates on agricultural products. How can the railroads grant all these demands and pay interest on funds to provide transportation facilities.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ILLINOIS.

Springfield, Ill., Nov. 18.—The 1925 growing season was the shortest on record with but one exception, but the estimated corn yield per acre exceeds all other years. Husking operations are slow, due to wet fields. Two general precipitation periods occurred during the past week, the latter with considerable snow in northern and central divisions. Some damage is reported to cribbed and standing corn. No wheat was seeded during the past week in the state.—C. J. Root, meteorologist.

INDIANA.

Crawfordsville, Ind., Nov. 11.—Newton Busenbark, mgr. of the Busenbark Grain Co., returned here Nov. 1 after 2 months in Europe studying the seed conditions and reports Europe as having a very large crop of clover this year, which is of good quality. Reports of exports of wheat have been very much exaggerated. Europe will need a lot of wheat, but expects to buy it from Canada and Argentina. The people of all countries in Europe except England seem to be busy and working back towards a normal basis and are fairly well satisfied. Wages are very low, but living is less expensive than in the United States.

West Lafayette, Ind., Nov. 10.—Last month's prospects for a big corn crop are showing fruit in the yields being reported at 43.5 bus. per acre, which sets the total for the state at 212,236,000 bus. Late frost permitted the crop to mature without injury, but heavy rainfall in the southern portion did considerable damage, tho 87% of the crop is of merchantable quality, compared with 80% last year. Only 2.5% of last year's crop remained on the farms Nov. 1. Rain damaged buckwheat in the shock, reducing the yield to 14.5 bus. per acre, or 2 bus. less than last year, with the quality reported at 84%. Cloverseed was raised on an acreage 67% of that sown in 1924. Yield was slightly lower, due to rain injury to cut clover.—Miner M. Justin, agricultural statistician.

MICHIGAN.

Lansing, Mich., Nov. 11.—The month of October caused considerable loss to Michigan farmers. Frequent precipitation, heavy snow and several days of severe cold weather interfered with harvesting of beans, buckwheat, cloverseed and other crops, with consequent losses. Corn matured well and the yield is good generally. Cutting and husking were delayed and difficulties are being encountered in drying the grain. Average yield is 40 bus. per acre for the state, or a total of 67,440,000 bus., the largest on record. Quality is 83%, compared with 42% last year. Wet weather interfered with buckwheat harvesting and some of the crop has spoiled, so actual production is unknown. Quality is rated 82%, compared with 90% last year. Many fields of beans will be a total loss. About 30% remains in the fields. Average loss of acreage equals 20%. Yields have averaged 12 bus. per acre. Cloverseed is estimated to give an average yield of 1.5 bus. per acre, compared with 1.2 last year. Much of the crop is still in the fields. Quality is rated at 85%, compared with 86% last year.—L. Whitney Watkins, commissioner of agriculture, and V. H. Church, agricultural statistician.

MINNESOTA.

Ash Creek, Minn., Nov. 20.—New corn is very wet and producing only about 60% of a normal crop.—O. E. Helling, mgr. Ash Creek Farmers Elevator Co.

MISSOURI.

Flemington, Mo., Nov. 13.—Several counties in this vicinity have suffered crop failures to the extent that considerable feedstuffs will have to be shipped in. Failure was due to drought.—S. W. McCracken.

MONTANA.

Moore, Mont., Nov. 10.—Threshing has been delayed during the past month due to rain, snow and cold weather, but it looks as tho it would now be cleaned up within the next 10 days if the weather holds good.—X.

Buffalo, Mont., Nov. 14.—There is no crop in this vicinity this season and for that reason the elevator has been closed.—A. Lewis, mgr., Equity Co-op. Ass'n.

NEBRASKA.

Hildreth, Neb., Nov. 9.—All crops in this vicinity are light.—X.

Johnson, Neb., Nov. 12.—Corn is making a very good yield, but is very wet and not fit to put on the market. Wheat was poor in both yield and quality.—Johnson Grain Co.

OHIO.

Lytle (Waynesville p. o.), O., Nov. 12.—Very little wheat has been sown in this section.—Everett Early.

Columbus, O., Nov. 14.—The clover seed yield in Ohio is estimated at 1.2 bus. per acre, which is about an average. The Ohio production should be somewhat above the average if threshing can be completed.—C. J. West, agricultural statistician.

OKLAHOMA.

Oklahoma City, Okla., Nov. 11.—The grain sorghum crop is not as good as it was last year. A total production of 20,910,000 bus. is forecast, compared with 29,614,000 bus. last year.—Carl H. Robinson, agricultural statistician.

Washington, D. C.—Crop yields, compared with the average for the past 10 years, was on Nov. 1, buckwheat, 105.4%; grain sorghums, 89.1%; dry beans, 103.7%.—W. F. Callander, senior statistician, U. S. Department of Agriculture.

Washington, D. C., Nov. 10.—According to preliminary estimates, grain sorghums raised 93,504,000 bus. on 5,234,000 acres this year, compared to 114,231,000 bus. raised in 1924 on 5,085,000 acres. The yield of clover seed was 1,051,000 bus. on 734,000 acres, compared to 908,000 bus. last year on 762,000 acres. The production of beans was 18,504,000 bus. on 1,400,000 acres this year.—U. S. Department of Agriculture.

Washington, D. C., Nov. 10.—Preliminary estimates on the 1925 clover seed crop, in thousands of bus., show Pennsylvania, 31; Ohio, 218; Indiana, 58; Illinois, 99; Michigan, 92; Wisconsin, 236; Minnesota, 74; Iowa, 76; Missouri, 38; Kansas, 25; Idaho, 56; U. S. total, 1,051; compared with the yields in 1924 of 22, 156, 86, 110, 108, 94, 99, 46, 32, 24, 77. U. S. total, 908, in the same consecutive order.—U. S. Department of Agriculture.

Washington, D. C., Nov. 10.—Comparisons of the yields of grain sorghums by leading states, in thousands of bus., is shown in a report by the Department of Agriculture. In 1925 Kansas produced 26,606; Texas, 35,511; Oklahoma, 20,910; Colorado, 3,388; New Mexico, 1,960; Arizona, 1,127; California, 3,264, compared with 1924. Kansas, 26,622; Texas, 45,375; Oklahoma, 29,614; Colorado, 3,020; New Mexico, 4,334; Arizona, 1,050; California, 3,348.

Out of \$29,125,831 loans outstanding by the 12 Federal Intermediate Credit Banks last spring \$19,432,640 was to tobacco ass'ns; \$4,000,000 on raisins, and only \$1,003,707 on wheat. The Burley Tobacco Growers Co-op. Ass'n at that time owed members for the 1922-1923 and 1924 crops. Does Burley tobacco improve with age? Why hold it so long?

Weighing Departments Do Not Sacrifice Accuracy.

The wording of the report of the proceedings of the Terminal Grain Weighmasters National Ass'n at Kansas City left room for an interpretation that efficiency and accuracy were sometimes sacrificed for economy.

What M. H. Ladd, chief weigher of the Weighing Department of the Milwaukee Chamber of Commerce, did say when the financing of a weighing department was being considered and discussed, was that "It is a mistake for any weighing department to sacrifice efficiency and accuracy for the sake of economy."

Mr. Ladd's remarks had no reference to the Milwaukee market, but were an admonition to all other markets. Those in a position to know are satisfied Milwaukee weights on grain are equal to the best.

Vancouver, B. C.—Mayor L. D. Taylor of this city has proposed to exempt all grain elevator buildings of 500,000 bus. capacity or over, now in existence within the corporate limits of the city, from taxation for a period of 10 years. He expects to ask the city council to pass a law making the proposal effective. Vancouver is making efforts to bring more grain trade thru her channels.

Buckwheat Crop Reports.

Colfax, Wis., Nov. 12.—The buckwheat acreage here is 100% larger than the 1924 crop. The yield and the quality are about the same as a year ago.—J. A. Freestone, Northern Elevator Co.

Coblesville, N. Y., Nov. 9.—The buckwheat acreage is considerably larger than last year. Weather conditions, however, have been very poor for harvesting. Some of the crop is coming in, but is in poor condition.—Borst & Burhouse.

Conneaut, O., Nov. 11.—On account of rainy weather, very little buckwheat has been threshed here. Probably 25% of the crop will never be cut. The yield is running about 25 bus. per acre on what has been threshed.—C. R. Phelps, Conneaut Grain & Feed Co.

Van Etten, N. Y., Nov. 12.—The 1925 crop of buckwheat in this vicinity is about the same as last year in regard to acreage and yield. Harvesting weather has been so unfavorable that large losses have resulted from the percentage of wet grain.—Jacob Brinfield, Van Etten Produce Co.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Johnson, Neb., Nov. 12.—Grain movement is light at this station. Most all of the wheat has been marketed.—Johnson Grain Co.

Ashville, O., Nov. 20.—We are taking in new corn now and putting it thru our drier. The demand is pretty fair.—A. E. Weaver, Ashville Grain Co.

Hiawatha, Kan., Nov. 10.—Do not look for corn to move before the last of January or the month of February. Perhaps this movement may be later.—Ward Salisbury.

Ash Creek, Minn., Nov. 20.—Many of the farmers are holding their oats and much of the crop is still on the farms.—O. E. Helling, mgr. Ash Creek Farmers Elevator Co.

Wagoner, Ill., Nov. 18.—Have a big crop of corn in this country and lots of it going to market. Have taken in 24,000 bus. and have kept it rolling.—A. L. Harrison, mgr., Farmers Grain Co.

Lilly Chapel, O., Nov. 20.—We have shipped 22 cars of new corn to Cleveland, Baltimore and Buffalo this season, all of which arrived at destination cool and sweet.—J. W. Sark, Sark & Plum.

Hiawatha, Kan., Nov. 10.—Not much corn is expected to move during this month or next, unless we have some high winds and plenty of sunshine.—S. G. Trent, Brown County Seed House.

West Branch, Mich., Nov. 13.—Not much grain in this territory to move this season. Potatoes were a fair crop, however, and in that side line we have shipped about 75 cars. Over half the crop has been shipped here.—Geo. Diebold.

Lapel, Ind., Nov. 21.—New corn is just starting to move. The corn in the fields has been damaged by the bad weather. Not over 20% of it has been put in the cribs as yet.—F. M. Vickery, mgr., Lapel Lumber & Grain Co.

Edmonton, Alta., Nov. 17.—All grain destined for the government elevators here has been embargoed. Elevator facilities are inadequate, due to the necessity of drying so much of the receipts. Vancouver and Calgary are also embargoed and have their drying plants working to capacity to hasten the movement.

Fire Clause in Wheat Purchase Contract Ruled Out

The Feed Arbitration Com'te of the Grain Dealers National Ass'n, composed of J. H. Caldwell, Frank C. Cain and J. A. Canfield, gave a decision Oct. 14, placing a new interpretation of the clause excusing a buyer from taking delivery in case of fire.

Under the clause the buyer is legally exempted but the com'te goes farther and reads into the contract an adjustment of the cancellation on the change in market prices at the time of the fire. If the market has declined this clause places the loss on the seller; and if the market has advanced it gives the profit to the buyer, since the clause makes it optional with the buyer to cancel. The com'te, on the contrary, makes the buyer who cancels on account of fire, make good to the seller if the market declined, thus leaving the buyer properly to bear the burden of his own misfortunes.

This case grew out of a sale by Opsal Fleming Co., Minneapolis, plaintiff in the case, to Chas. A. Krause Milling Co., Milwaukee, defendant, on or about Aug. 18, 1924, 50 tons of durum bran at \$27 per ton and 50 tons of durum standard middlings at \$28.50 a ton delivered Milwaukee, October shipment. There does not seem to be any misunderstanding as to price or time of shipment in the contract, but the Chas. A. Krause Milling Co.'s contract carried the following clause:

"It is also agreed that Chas. A. Krause Milling Co. shall be excused from accepting the commodity herein named, if prevented from using the same on account of the destruction of all or any part of its plants from any cause,

or because of strikes, accidents or other unavoidable causes; but in such event Chas. A. Krause Milling Co. shall give immediate notice thereof to the seller."

On Sept. 2 a fire occurred in the Chas. A. Krause Milling Co.'s plant and the Chas. A. Krause Milling Co. wrote plaintiff on Sept. 3 advising that on the 2nd its plant was entirely destroyed and stated that under the terms of the contract with the plaintiff, he was entirely excused from its performance.

On Sept. 5 the Opsal Fleming Co. wrote the Chas. A. Krause Milling Co., stating that they could not consider any cancellation of any part of the contract on account of the fire. The Chas. A. Krause Milling Co. referred Opsal Fleming Co. to the fire clause in their contract, advising that it would relieve them of the responsibility of accepting the goods bought.

Your com'te is unanimous in its opinion that a contract containing such clauses as above mentioned does not release the buyer from the contract other than receiving the goods bought. The buyer's and seller's responsibilities remain unchanged and each is responsible to the other for loss or gain account of the market condition at the time any one of the above causes may occur.

From the evidence submitted, the plaintiff sustained a loss of \$2.50 a ton on the 50 tons of durum bran and \$2.00 a ton on the 50 tons of durum standard midds, or a total of \$225.00, which amount your committee finds for the plaintiff and directs that the cost of the arbitration be paid by the defendant.

Theodore Wells Swift

Theodore W. Swift was born in Vermilion, Ohio, June 10, 1864, where he spent the early years of his life. At the age of twenty-two he became actively engaged in the grain business, being associated with G. L. McLane at Union Mills, Ind., and operating under the name of McLane Swift Co. Mr. Swift shortly bought out the McLane interests but continued to operate under the old firm name for several years. During this time a large number of country elevators were acquired both in Indiana and southern Michigan.

After about ten years of successful operation in Indiana Mr. Swift moved to Battle Creek, Mich., where he built a large terminal elevator. At that time there was a great shortage of terminal elevators in Michigan and a very large volume of business was handled. While located at Battle Creek Mr. Swift specialized in corn and oats for the Michigan trade, also western white wheat which was shipped to the interior mills. Every fall for several years Mr. Swift took a trip to Washington, Oregon and Idaho to buy wheat for this trade. Part of this was handled through Duluth elevators where it was loaded into boats for lake shipment. The balance was shipped to the elevator at Battle Creek and redistributed.

A disastrous fire finally brought a termination to the business in Battle Creek and Mr. Swift moved to Detroit where he formed a partnership with F. T. Caughey who had been engaged in the grain business there for a great many years. The new firm was known as the Caughey-Swift Co. and they shortly purchased a million bushel elevator on the Detroit River which afforded them excellent lake and rail facilities. During the next three or four years this plant was operated to capacity, large amounts of American corn being handled there for the Canadian trade. Shortly before the war this plant was totally destroyed by fire thereby terminating the partnership. From that time until his death Mr. Swift was engaged in a general grain business in Detroit under the name of Swift Grain Co.

During his life he held many offices of trust serving as President of The Detroit Board of Trade and Michigan Grain Dealers Assn., as well as holding offices in the National Ass'n. He is survived by his widow, Mary L. Swift, two daughters, Miss Josephine Swift and Mrs. Albert Horne, all of Detroit. Also by one

son, Leland M. Swift, now in charge of the Grain Department of the Ryon Grain Co. of Lansing.

Canadian Pool Out to Deprive Non-Members of a Market.

Exercising their right not to join any pool many farmers in Western Canada have remained outside, and the pool officials have the same feeling toward them that labor agitators have toward the so-called "scabs" who think they have a right to work without the permission of anyone.

To punish these non-members the pool officials have hit upon a scheme to take over all the elevators in the country so that the non-pool farmer will have no place to sell his grain. This may seem far-fetched and fanciful; but a recent statement by J. A. Maharg, president of the Saskatchewan Co-operative Elevator Co. exposes the machinations of the pool promoters who are seeking to destroy his company. Mr. Maharg said:

At the first conference with the Pool early in the year the company inquired as to any disabilities the Pool suffered through the lack of ownership of facilities. The stated disabilities were few and easily remedied. Notwithstanding the fact that the Pool accepted these remedies, as the minutes of the conference will show, their idea was to ultimately over-ride them. For example, the Pool, after having accepted the proposal at every conference, at the last moment rejected the offer for a joint advisory board consisting of representatives of the Pools, the United Grain Growers and the Co-operative Elevator Co., and also the proposal whereby the "Co-op." country elevator agents should also act as Pool agents at country points.

The fact is that with the removal of their stated disabilities there remained no need for the Pool to acquire elevators of its own.

The president of the Saskatchewan Pool has stated that the Pool is out to look after Pool members only and that the purpose of the Pool is to provide elevators for the use of the Pool members only. This is directly contrary to a vital principle which the Co-operative Elevator Co. has always practiced. The "Co-op." is a public utility assisted by the use of public funds, and was not established to serve only a particular group of farmers holding some special theory of grain marketing.

The doors of the "Co-op." are open to all farmers—pool or non-pool—and whether they have a carlot or a bushel of grain to market and whether a shareholder or not.

The president of the Saskatchewan Pool has stated that the idea of the Pool farmer is that of making it as difficult as possible for the non-pool farmer to market his grain. I do not believe that a view so unfair is held by the Pool farmer.

The present policy of the Pool with regard to ownership of elevators was not brought about through inability of the Pool to reach an agreement with the "Co-op." for the handling of Pool grain. Some of the present directors of the Pool, prior to their election as directors, openly advocated the Pool taking over the "Co-op." In order to carry out their scheme these directors have consistently spread propaganda about the country aimed to discredit the company. In so doing they believe that the ultimate outcome would be forcing the "Co-op." into the hands of the Pool. At the special meeting of the Pool last spring the directors sought power to proceed with ownership of elevators regardless of whether points were already served by the "Co-op." They failed then but persisted and finally got a resolution through the meeting this fall, permitting them to build elevators at all points where the "Co-op." is in business, providing they are unable to purchase the facilities of the Saskatchewan Co-operative Elevator Co.

To carry out the Pool's intention of duplicating facilities including those of the "Co-op." throughout the province will cost the members of the Pool at least ten millions of dollars. All that the Pool directors will have succeeded in doing will be the needless spending of dollars of the contract signers' money. The directors of the Pool must bear the bonus of that great waste of money. Every Pool member will be called upon, for the life of the present contract, to pay two cents for every bushel of grain marketed through the Pool to permit their directors to carry out this hobby of theirs of trying to put the Co-operative Elevator Co. out of business. The contract signers will not benefit to the extent of one penny. Pool farmers at more than 400 points that are now served by farmer-owned elevators will be called upon to pay hundreds of thousands—even millions—of dollars to permit the Pool directors to duplicate the farmer-owned facilities located at points which do not require another farmer-owned elevator. The one aim in front of the Pool directorate appears to be that of seeing the "Co-op." pass out of existence.



T. W. Swift, Detroit, Mich., Deceased.

Holding Grain in Scale Hoppers After Cars Have Been Loaded

By H. A. Juneau, State Weighmaster, Superior, Wis.

The practice of holding grain in scale hoppers after cars have been loaded to their visible capacity or after a boat has been loaded to the required amount is one that we have all had considerable experience with and one that we have all felt is detrimental to good weighing methods. There is no question with any one familiar with weight recording but what this opens up the possibility of inaccuracy in the final weight, and always raises the question in case of shortage at unloading point of the correctness of the amount claimed to have been loaded.

The Type-registering Beam.—Many years ago, previous to the invention of the type-registering beam, there was no way to prove the inaccuracy of a weight reported if the total number of drafts shown agreed with the total weight reported. With the advent of weight recording devices the human element of error was greatly reduced until at the present time with the modern type-registering beams, we feel that this human element of error has been reduced to the smallest minimum, and yet I also feel that the same element is still largely responsible for the correctness of the weight of grain claimed loaded. Especially is this true in the case of hopper scale weighing.

Only last week we had a large difference shown between a scale ticket made by one of our state weighers and one made by the elevator weigher. It is true that it was purely an error due to rank carelessness and a failure to comply with the rules and regulations covering the work, and yet it was an illustration of the statement just made that the possibility for error still exists. The scale was equipped with a type-registering beam, but failure on the part of the house weigher to punch his ticket at the time the car was weighed resulted in a bad error later on. Many other elements, such as knowing that all of each draft has been dropped from scale car before another is taken, knowing that all of the car-loading spouting from scale to car is grain-tight and locked, and that no spill is made by the car-loaders at the car. All of those have a direct bearing on the accuracy of the amount claimed loaded.

Holding grain in scale hoppers, except in very rare cases, is done only on loads of screenings. On cargoes it does sometimes happen where more grain has been weighed than the boat can take or on cars of flax where the amount called for is net and an additional amount is afterwards dropped to cover the dockage. On other kinds of grain loaded to cars, except screenings, the amount to be loaded is known in advance, and of course only that amount is taken down into scale from the garner.

In the letter I received from your com'te they asked me to prepare a few words on this subject and stated that they thought I had had some experience with this evil on screenings, and they surely were well informed. In fact, after one case in particular that happened with us a year ago, it was brought very forcibly to me that we must solve this problem in such a way that at no future time could any one come back at the Department and say that the weight records shown for any car or cargo, regardless of the amount of grain, would not stand the closest scrutiny of the most skeptical claim sleuth, and that the only way to have this kind of a record was to

Make the scale ticket show every part of the work performed in the building up of that weight, covering each balance taken, whether holding or dropping, by a punch record ticket. To illustrate: Supposing that two drafts have been dropped to the car and a third draft is taken down into the scale, after which a signal is received from the loading floor to drop more grain after 8,000 or 10,000 pounds has been dropped signal is again received to shut off. Before dropping any grain from this third draft a weight is taken and punched just the same as on the second draft and when signal is received to shut off, scale is again balanced and a weight punched to show the amount of grain still held in scale. This is the same process as securing a weight of the contents of a car loaded over a track scale. In this case the third draft recorded represents your gross weight and the weight of the amount held in the scale after the desired amount has been dropped out of this draft represents your tare weight—the difference between the two being the net amount dropped to the car. No matter how many short drafts are taken from the scale unless an additional amount is taken down from the garner, the difference or net weight as shown above will represent the amount of grain dropped to the car from this draft. A detailed statement of each of these several weights is also written on the back of the card, each draft, as stated before, being verified by a punch record ticket.

Of course, this means quite a lot of additional work for the weigher, but it is the only system that we have been able to work out that will give us a complete memorandum of each move made and a complete punch record on the ticket to verify each draft. In reality, it is no more or less than the methods used heretofore on regular weigh backs.

Many of these records will show two, three or four of these small drafts before car is loaded, but as I said before, you have a punch record ticket to verify each one of them, and with the system of car records that we are using which carries a punch ticket end on the ticket, the whole transaction is written out in detail on the back of the card and is therefore quick reference whenever needed. This same method is used on cargo weights whenever it is necessary to hold grain back in the scale. In weights on flax cars, where the dockage is added to the net weight, the same process is followed of a gross and tare weight to arrive at the final draft.

We feel that in this way we are making a correct record of the weight of all grain released to car or boat. I fully realize that it would be a great deal more satisfactory to us all if there was no necessity of having to take this kind of a record, but I know of no other way to do it—especially on cars of screenings, where the amount to be loaded is not known in advance, cars are always loaded to the roof, so to speak, or with as much grain as can possibly be put into them. It is not a question of convenience to the elevators but simply how much of this class of grain they can put into a car. On cars where the amount to be loaded is known in advance we do not take anything but straight drafts.

Carloads in Excess of Draft Capacity.—In connection with this question is another very similar in character and which was giving us a great deal more trouble, and that is on cars unloaded where the scale capacity is not ample enough to take care of the cars in one draft, but which fact is not known until after most of the load has been elevated. These cases do not happen very frequently and always come as a surprise and are therefore harder of solution. One way in which this can happen is on an 80,000 capacity car with a load, we will say of 90,000 pounds, but upon which there is no report from the downstairs weigher of a large load. With a scale having a capacity of 88,000 pounds, the upstairs weigher naturally figures on taking the car in one draft, but about the time they get a scale full, with more grain still coming up the leg, they begin to realize that they are not going to be able to do so.

At first one would say that this was easy of solution—shut off the garner, drop your grain and take the balance of the load in another draft, but if you are in an elevator with six or eight receiving legs and on all of the other scales you are taking full car loads in one draft, it means the holding up of the completion of that setting of cars until all of the grain has run out of this particular scale and the balance has been taken down from the garner to the scale. Only a small delay, it is true, on this one setting, but if it happens once in each setting twenty times a day, it runs into lots of delay, which means considerable loss of time to the elevator company.

In addition to this is another angle; it may be a house that receives several kinds of grain in each setting, and this delay may come at a scale at one end of the house with a certain kind of grain that must be transferred by belt to the other end of the house. This makes an additional delay in the belting with a corresponding delay in the work; that is if we take this weight as we would like to do and as we know it should be taken.

The usual way of handling cases of this kind to save time in releasing of this scale at the same time that the balance of the other receiving scales are released is to drop 8,000 or 16,000 pounds out of the scale—enough to allow for the taking of the balance of the load in the one draft. This keeps the house in operation and prevents the delay referred to. This 8,000 or 16,000 pounds is then shown as a separate draft, making two drafts for the load.

I don't like this method, and I am frank to say that I have placed a ban upon it several times, only to be forced to lift the same after I had found that it was slowing up the work at that particular house. You understand this happens only in cases where the amount received exceeds the amount expected. If you know your scale capacity is not large enough to take care of the car in one draft, it simply means two drafts and you plan your work accordingly, but when you expect to perform the

operation in one draft and then are unable to do so, you are forced into this second small draft to take care of the remaining amount of the load, and it then becomes a question of how to handle it with the least chance for error. With us it happens only in one of our large houses. As I stated before, they have scales with a capacity of 88,000 pounds, and this particular kind of a problem only shows up once or twice a day during the busy season, but when it does, it invariably happens on a car that has to be transferred to the bins by belt and therefore means considerable delay if they are forced to weigh and drop the entire amount in the scale before taking the balance from the garner. So far I have been unable to figure out any other way of doing the work that will give us the same results and still not prevent a delay in the work of unloading.

Hearing on Prohibiting Imports of Wheat Infected with Flag Smut

Notice has been given of a public hearing to be held at the office of the Federal Horticultural Board, Room 11, Bureau of Entomology Building, Department of Agriculture, Washington, D. C., on Dec. 8, 1925, at 10 o'clock, A. M., to enable parties interested in the proposed quarantine to be heard either in person or by attorney.

The contemplated quarantine action is intended to supersede the restrictions imposed by Quarantine 39, issued July 2, 1919, on account of the flag smut and take-all diseases. The flag smut affects the leaf blades and the leaf sheaths and may occur also on the stem and even on the chaff. Usually every shoot is affected, the leaves wither, and the spike is frequently replaced by a mass of twisted leaves. The spores are carried on the seed and live over in the soil. Where this disease is prevalent losses are heavy, at times destroying one-half of the crop or even more.

The Secretary of Agriculture has information that flag smut (*Urocystis tritici*) is known to exist in India, Japan, China, Australia, Union of South Africa, Italy, and Spain.

It appears necessary, therefore, to establish a quarantine, under authority conferred by the plant quarantine act of August 20, 1912 (37 Stat., 315), prohibiting the entry into the United States, from India, Japan, China, Australia, Union of South Africa, Italy and Spain, of wheat and such wheat products which have not been so milled or so processed as to have destroyed all flag smut spores.

Depression in Rumania

Active exporting of grain from Rumania has not been in effect for some months and all hopes are abandoned for active exports before navigation closes on the Danube river. Competition of Russian and Yugoslav grain and reduction of prices to a low point, are given as reasons. Heavy duties are applied on export grain by the Rumanian government, which coupled with the other factors, has made it impossible to export grain except at a loss.

Between Jan. 1 and July 31, 1924, Rumania exported 892,382 tons of grain, including 100,000 tons of wheat, 140,000 tons of barley, and 500,000 tons of corn.

During the same period of 1925 the total was only 420,000 tons of grain, covering only 4 tons of wheat, 30,000 tons of barley, and 375,000 tons of corn. Tho no official figures are as yet available indications are that exports for August, September, and October will show still further and sharper declines from last year.

The Rumanian government finally yielded to pressure and announced an average decrease of about 40% in export taxes on all grain and grain products except wheat. Rumanian business circles believe the reduction is not sufficient and that it came too late to be of any value.

The export surplus of Rumanian grain has suffered with the complete failure of crops in Bessarabia and severe reductions of the yields of barley and oats with corn at nearly the same figure as last year. Business in Rumania is suffering a depression as the result.

New Corn Discussed by Ohio Grain Dealers at Columbus

The fall meeting of the Ohio Grain Dealers Ass'n was called to order by Pres. S. L. Rice, Metamora, in the "G" room of the new Neil House, at Columbus, at 10 a. m. Nov. 20. In spite of the pending Illinois-Ohio football game to be held in Columbus the day following, and the number of local meetings recently held, both of which were expected to have an influence upon the number present, a large crowd was on hand to listen to, and take part in, the discussion of the new corn crop.

PRES. RICE: We have not prepared any formal program for today's meeting. We do not want long, set speeches, and while we have a couple very excellent speakers for our luncheon at noon, during the meeting we are most concerned with the new corn crop and how we are going to handle it. During the local meetings we recently held at Washington C. H., Piqua, and Van Wert, considerable complaint was heard about the weather, which interfered with drying operations. The holding of those meetings did not change the weather any, but today the outlook is much brighter. The sun is shining and it is warm and comfortable outside. Maybe this meeting is the turning point.

Corn is moving slowly to the driers, premiums are being paid for good quality grain at terminal markets. The demand is fair and what we most need now is colder, drier weather to condition this new corn for shipment.

I see Mr. Pollock has brought along some corn from the Egypt of North America and I am anxious to hear what he has to say regarding it.

H. G. POLLOCK, Middlepoint: Our corn crop in Van Wert county is of excellent quality and fairly well matured. Approximately 95% of it is merchantable, tho the moisture is no less than 2 weeks ago.

We find that certain fields, planted to small corn, have produced a drier, more mature crop, than the fields devoted to the large eared varieties. Here is some corn (picking up several ears lying on the speakers' table and passing them around) picked off a wagonload that came into Mr. Pierce's elevator a few days ago. It contains 18 or 19% moisture, exceptionally dry corn. It was picked directly off the stalk. Here is an ear that contains 28%, a fair sample of the larger varieties of corn thruout Ohio. It is in good condition, but needs good weather to dry it out.

Our crop in Van Wert county is yielding 50 to 75 bus. per acre. The late planted fields are producing a wet crop, while the early planted corn is quite mature. In the early corn one or two stalks in a hill are frequently missing, but often the single stalk remaining bears 2 and 3 ears instead of one. All we need in the Egypt of North America is good drying weather and our troubles will be over. And all Ohio, as the year progresses and the corn dries out, will find less trouble attending its handling.

Lots of oats are left in our country, the farmers holding for a higher price. But practically all the wheat is gone. The new wheat that is up is in excellent condition.

Many farmers are holding their new corn, hoping for a better price. But, frankly, they are not likely to get it. The price may go up of course, but in the meantime much of the corn will spoil due to the moisture in it, and the farmers will find their receipts per acre will be no larger than if they sell now.

Farmers are able to hold if they like. They are in good condition financially. The banks are not crowding them and paper is being renewed where this is necessary.

One unusual thing about this season is, where I've previously shipped ear corn I am now receiving offers to sell. Just a few days ago one

of my former good ear corn customers called me up and wanted to sell me 5,000 bus.

W. S. COOK read the markets.

COL. C. E. GROCE, Circleville: We are famed for raising pumpkins down in the Garden of Eden, but that isn't all. This year we're getting 100 bus. of corn to the acre and it is of good quality with only 22 and 23% moisture. We've been shipping quite a lot of it.

Wheat is fair but a lot of it remains to be seeded, about 25% in our vicinity I should say. The farmers followed the advice of the state agricultural authorities to avoid fly and then were prevented from seeding by the wet weather that set in. If they had sown in the dust the wheat would not have sprouted until the rain came anyway and the fly would have been missed.

C. T. PIERCE, Middlepoint, known as the father of improved seed corn: When I went into Van Wert county everyone was raising large varieties of corn. The past years have shown improvement. Now we are growing small varieties. The farmers are coming to realize that the grain dealer is the logical fellow to come to for advice about the crops to grow and are profiting therein.

Grain men have lost much of their fighting attitude, to the great benefit of all concerned. While costs of operation are much higher than in the past our margins are better and buying is more carefully done. The proper way to buy corn is on grade and I find that by using a moisture tester and buying according to the government grades the farmers are generally satisfied. We used to have considerable trouble, but several years ago we invested in a moisture tester. Since then we haven't varied 3 points from the results on the grain we ship into the terminal markets.

I have often thought it would be a good idea to get the farmers in a community together occasionally and give them a feed and a pleasant social hour. The grain men of a community could join in the expense and I am sure they would find it pays.

UNCLE JOE McCORD, Columbus: I am glad Ohio opposed the resolution adopted by the National Grange on Nov. 18. In last night's Dispatch I found this paragraph: "The National Grange adopted yesterday a resolution calling upon the sec'y of agriculture to obtain the abrogation of the law which prohibits county agents from taking active part in the co-operative movement among agricultural producers. The resolution was adopted by a vote of more than 2 to 1, notwithstanding opposition of Ohio and Michigan delegates."

GEO. E. STEPHENSON, Rosewood: This is one time I have nothing to say. We've taken in a little corn, only 12 or 15 hundred bus. Since taking in this grain we find it has dried out considerable.

Only about 75% of the normal amount of wheat is sown and 25% of that isn't up yet. The county agent advised the farmers to hold off on planting their wheat. But we didn't pay much attention to him and planted our wheat in the dust. The other farmers came over and told us we were not good citizens. A few days later the rain came and now a lot of those same farmers are wishing they had not been "good citizens."

I was instrumental in introducing the county agent in Champaign county. I went around canvassing the farmers. When one of them didn't have the necessary dollar I guaranteed it, and I might say here that quite a number of those dollars are still outstanding.

We selected one from a number of fellows who applied for the position and he remained

with us for two years. When he left he tried to sum up what he had done and found that he had established three farmers elevators in the county, which made the regular grain dealers very happy I assure you.

One of the stockholders in the first farmers elevator established died and his stock was sold at 10c on the dollar. The second elevator went into the hands of receivers, and the third was only able to continue because it entered the oil business. That is what county agents have done for Champaign county. I think their services could be dispensed with and less harm be done.

VICE-PRES. JOHN MOTZ, Brice: We've only taken in 4 or 5 thousand bushels of the new corn. After shelling we found we had to push the stuff down the spouts.

Some of the farmers have the habit of letting a little of their poor shelled corn get mixed with the ear corn they bring in. This heated very quickly when it got in the bins, with a detrimental effect on the good corn. Wherefore we have made a rule. We will take a farmer's shelled corn, but it must be brought in separate so we can handle and bin it properly.

If good weather continues corn in our vicinity should be in pretty fair condition in another week. It is carrying 22% moisture now.

Wheat is about 90% seeded. The last crop has all been marketed. Quite a few oats are left and are being held for higher prices.

As for the Farm Buro and the county agent, we are experiencing just about what the rest of you are. The county agent is a nice, congenial sort of fellow, but is doing like the rest of them.

The Farm Buro is having a feed manufacturer mix feed according to a certain formula which is causing some dissatisfaction among the farmers who have contracted to buy the stuff.

The farmers are finding they could buy the ingredients at the local elevator and mix it themselves with a saving of over \$5.00 per ton. However, this is likely to be the last year that feed will be sold from the car at our station.

E. O. TEEGARDEN, Duvall: I'd like to hear something from the terminal market men regarding the outcome on handling this new corn.

J. J. RAMMACHER, Buffalo: We have been doing pretty fair sending our new corn to the driers, tho we have only received 5 cars this season so far.

Premiums are high on the new crop when it is of good quality. Everyone expected the crop would be marketed early in October with the result that supplies of old corn quickly disappeared. Then the rain set in and spoiled marketing of the new crop. It was discovered that almost all the old corn is in the hands of western dealers and they will not sell because they can mix it with new corn to good advantage.

As a result a good demand has arisen in the East and premiums of 13 to 15 cents are being paid. And will be, just as long as the urgent demand exists.

For sometime cash corn will be heavily discounted at the terminal markets because it must be dried and stored. No one wants to hold this wet corn, so the terminal elevators will have to take up the slack and they insist on a profit for carrying the risk.

Lots of grain dealers only figure moisture when they are drying new corn, but test weight is also important. They should govern the prices they pay accordingly, not paying for a higher grade than they receive.

We are expecting a bigger demand for corn for domestic use if the price continues fair. The dairy districts will prove the market, where small mills are creating the demand, that they may supply cheap feed. In the same way the demand for oats to mix with the corn has increased in some districts.

F. E. WATKINS, Cleveland: Recently we

were asked to make a check-up on the condition of new corn arriving at our elevators. We found that out of 24 cars received at Mansfield 4 were heating and 3 were hot and sour on arrival. Out of 41 received at Cleveland 7 arrived heating and 4 hot and sour.

We have found some delay in movement of cars by the railroads at times. Resulting from applications made the railroads are furnishing cards reading,

"NEW CORN. RUSH!"

Your local agent has some. Regardless of how effective you may consider them, get some and tack them on the cars you ship. Certainly they can do no harm and may do some good.

A few weeks ago we were writing our customers to hold new corn. The reason was old corn. But the supply disappeared over night. Now premiums are being offered on grain of good quality. These too will fade with the coming of good drying weather.

At present the premiums will stay just as long as the driers can handle the receipts. It is the capacity of the eastern driers that are setting the price.

We have nothing to fear from western corn. That will move west and south. However, farmers here are getting panicky. It is advisable to hold back all the wet corn possible and ship only that with 23% moisture or less. Two or 3 weeks of good weather will make the now wet corn into much better corn.

Adjourned for luncheon.

The Luncheon.

An excellent 5-course luncheon was served in the ball-room of the Neil House. Music and entertainment was furnished by the Ohio State Penitentiary Colored Quartet.

DR. D. F. RITTENHOUSE, the radio preacher of Columbus, and world traveler, talked on the distinguishing marks of races and nationalities, on patriotism and logically proved that democracy is the greatest thing given the world by the English speaking people and is the greatest thing in the world today.

A. P. SANDLES, well known agricultural worker, showed how people are interdependent upon each other, how transportation has become a great factor in the development of the country; how club work among farmer boys and girls is having a beneficial effect and what a menace the corn-borer is proving to be. The corn borer is one of the greatest perils in the country today. It is marching on, eating into the mainstay of the Egypt of North America and the Garden of Eden. Its danger is equal to that of the hoof and mouth disease of 1912-13. It is an enemy to Ohio and your business.

Meanwhile I'm afraid some of our authorities are asleep at the switch. Likewise some of the rest of us. Get busy, start talking about this corn-borer and see if you can't take some measures to stop its disastrous march against the country's supply of corn.

Afternoon Session.

E. H. BEER, Baltimore, discussed conditions for receiving corn at the terminal markets.

E. C. EIKENBERRY, Hamilton: Clover is not making much of a crop in our country. It got caught by the rain the same as the corn. Much of it is still in the fields waiting for dry weather, and will never be threshed.

We find the greatest difficulty with county agents is in that their duties are so illy defined. They are given a broad latitude upon which to work. There are a lot of pay jobs that hinge upon the farmers' inability to take care of himself.

If it wasn't for the guidance of the agricultural department, the county agents, etc., we would be harvesting a regular wheat crop next year. Now a large share of it has not been seeded.

So long as the farmer can be made to be-

lieve that he needs help, just so long we will have difficulties and the farmer will find himself short.

E. T. CUSTENBORDER, Sidney: We are not buying any of the new corn as yet. The good corn the farmers will not sell and the wet corn we don't want.

We've been sending out a letter to our farmer patrons advising them to hold their corn. Some of them are doing this willingly. One Van Wert county farmer, we understand, has 10,000 bus. of new corn that he said he would hold 2 years if necessary to get a dollar a bu. Wonder what it would be like after two years if he keeps it in open cribs as some do, covered only with the canopy of heaven.

I've been telling the farmers to leave their corn in the fields till it dries. That will eliminate much of the waste that results from wet corn coming in contact with dry corn and heating. If we could save what is annually wasted we would always have plenty.

Just about 50% of the wheat in our county has been sown, as a result of the county agents advice. Much of the cloverseed is not hulled and doubts are held that it ever will be.

MR. EIKENBERRY: Over in our county we have one big farmer who is out of accord with the thoughts of most farmers on distribution. All his corn is always hand-picked because that method does the least damage. His crop he will haul to the railroad and dump in cars for you, but there he stops. His contention is that he is a producer and it is the duty of the grain man to look after the distribution. The name of our big farmer is Henry Ford.

E. E. McCONNELL, Buffalo: Mr. Watkins and Mr. Rammacher have pretty well covered the terminal market situation. We are using caution in purchasing new corn. Within 10 or 12 days we are likely to see as much as 10 cents difference in premium offers.

F. HASTINGS, Xenia: No green corn has so far been accepted at our elevator, nor will it be until the crop has dried out some. Many of the farmers are anxious to sell but we are advising them to hold.

Not more than 25% of the clover crop is lying in the fields now. We are advising the farmers to put it in their barns, where it may dry and later thresh out profitably. Only about 25 or 30% of the wheat is sowed. Not all of that is growing.

FRED KILE, Kileville: Approximately 75% of the wheat is sown in our territory. About half of that is up. Cloverseed is 50% threshed. Farmers keep threshing little lots of it all the time, as it dries sufficiently. We've taken in a little seed.

Corn is producing the biggest crop ever grown in our county according to the beliefs of some residents. I think I've seen some crops that were bigger, but not in recent years. However, we've taken hardly any of it so far. The Claridge is in pretty good shape, but the rest is not.

We have found that if the farmer believes holding his products will pay him more than 4% he generally holds.

MR. McCONNELL: What should corn grade by the first of December, if we have good weather, Mr. Kile?

MR. KILE: Not more than No. 4, even with the best conditions.

UNCLE JOE McCORD: I'd like to hear something from Harry Rapp, of Sabina.

MR. RAPP: There isn't anything I can say that the others have not already said. Not more than one-third of our wheat is sown. Clover is suffering from the wet weather and lots of the crop remains in the fields.

Some of the farmers seem to think that when we dry corn we are taking something away from them, because we accept wet corn at low prices. But we don't. We take it from the terminal grain man. The farmers are getting just as much per acre, probably more, when

they sell us their wet corn as they would if they waited until the crop dried down.

MR. WATKINS: If it is not amiss at this time I should like to make a suggestion. It is that this annual fall corn meeting of the Ohio Grain Dealers Ass'n be held at some point a little further north in the state, say Sidney.

Some discussion centered around this suggestion. Pres. Rice brought out the idea of holding more group meetings and dispensing with the fall state meeting, and offered full co-operation to anyone who felt as tho he would like to promote a group meeting in his locality. Some of the terminal men thought it best to continue holding the state fall meeting because that way everyone heard reports from representatives from all parts of the state. Left for the Executive Com'te to decide.

Adjourned *sine die*.

Convention Notes.

Cleveland was represented by F. E. Watkins. F. H. Tanner of the Ohio Millers State Ass'n was present.

Buffalo was represented by E. E. McConnell and J. J. Rammacher.

H. G. Pollock and E. E. McConnell distributed pencils and key-containers.

C. O. Garver was the popular insurance man present that looked after the registration.

Toledo men present included J. A. Streicher of J. F. Zahm & Co.; and H. F. Nesper of Southworth & Co.

Among the Ohio shippers present were: E. T. Custenborder, Sidney; E. S. Dovall, Metamora; E. C. Eikenberry, Hamilton; W. G. Guscott, Olmstead Falls; C. E. Groce, Circleville; Fred Kile, Kileville; J. H. Motz, Brice; Jno. H. Myers, Westerville; Ludwig Oestirle, Ashville; J. M. Pence, Jackson Center; H. G. Pollock and C. T. Pierce, Middlepoint; S. L. Rice, Metamora Elevator Co., Metamora; Harry E. Rapp, Sabina; S. B. Swope, Canal Winchester; J. H. Sark, Ashville; Geo. E. Stephenson, Rosewood; J. W. and E. O. Teegarden, Duvall; A. E. Weaver, Ashville.

The South Dakota winter wheat pool of 1924-25 handled over 2,000,000 bus. at a cost to members of 13c a bushel. Any elevator operator would have marketed it for half that margin and assumed all the risks of ownership and marketing.



S. L. Rice, Pres. Ohio Grain Dealers Ass'n.

The Farmers Elevator Ass'n Holds Instructive Meeting at Omaha

The twenty-third annual convention of the Nebraska Farmers Co-operative Grain and Live Stock State Ass'n and the Farmers Managers Ass'n of Nebraska opened with about a hundred in attendance in the ballroom of Hotel Rome, Omaha, Nov. 17, 9:30 a. m., with a few peppy selections from a six-piece orchestra, followed by enthusiastic participation in the singing of America.

Rev. C. C. Wilson of Omaha delivered a delightfully different invocation, lauding President Coolidge's Thanksgiving message.

Mr. Van Dusen, the city attorney, welcomed the visitors and expressed the desire that a broad perspective of the city be obtained before the delegates return to their respective homes.

C. D. STURTEVANT, president of the Omaha Grain Exchange, expanded on Mr. Van Dusen's theme of Welcome. "Our interests are entwined," he proclaimed, "they are common interests. It is essential that we get acquainted."

J. C. Canady, president of the state ass'n, and M. L. Crandell of Nebraska City, president of the managers ass'n, responded that neither could get along without the other. Mr. Crandell told of Omaha as he knew it many years ago.

The Orange Grove Trio of male voices rendered three selections which were much enjoyed.

PRESIDENT CANADY presided, first entertaining a motion providing for a joint resolutions com'te of the two ass'ns to be made up of 7 members. An election com'te of 3 was also suggested and agreed upon unanimously.

Secy-treas. John W. Shorthill read the financial statement.

The com'te on elections nominated M. L. Crandell of Nebraska City as president; E. P. Hubbard of Juniata as vice-president; E. M. Olds of Dorchester and E. J. Dahnke of Stratton as directors.

The meeting was then turned over to M. L. Crandell, president of the Managers Ass'n.

F. S. BETZ read his address on "Better Business Methods."

SECY J. W. SHORTHILL exposed the desire to change the name of the organization to the Farmers Elevator Ass'n of Nebraska, explaining the advantages of such a change.

Mr. Crandell emphasized the importance of keeping abreast with constant changes being continually effected by the railroads as consistently reported in the Grain Dealers Journal.

The elimination of the clean-up rule, the railroad's self-asserted privilege of substituting a 100,000-lb. car when a 60,000-lb. car is ordered, and vice versa, and other railroad practices and proposals were brot to the attention of the delegates.

Members of the resolutions com'te were announced. J. R. Morrison, Chappell; W. S. Beebe, Ruby; C. W. Purington, Utica, and Jos. Mark, Platte Center; and for the managers ass'n, E. M. Olds, Dorchester; C. W. Sackett, Cook, and M. J. Stoetzel, Roseland.

Tuesday Afternoon Session.

Close to 150 had gathered for the 2 o'clock session which started promptly with a discussion of some of the phases of the wheat smut problem.

Smutty Wheat.

J. W. HOLMQUIST, Omaha grain merchant, took the platform and gave the terminal man's version of the smutty wheat problem.

Selling smutty wheat is the hardest problem a terminal grain man has to contend with. Variations in values constantly change from 3 to 20 cents a bushel discount under straight wheat sales, so one never can tell what a car of smutty wheat will bring. We find that the average country buyer does not take enuf discount for smutty wheat. Perhaps the reason

is that the smut balls are not broken when the farmers bring in a load of it. Thru the process of handling the wheat, however, the smut balls become broken and mix so thoroly with the grain that it would not be recognized as the same grain as was but a short time before dumped into the elevator pit as bright, clean wheat.

Washing wheat reduces the grade, often from No. 1 to No. 3. This is due to thickening of the hull in the process and the lighter test weight.

The causes of smutty wheat are both the climatic conditions and the sowing of smutty seed, which has not received proper treatment.

Treatment of seed with copper carbonate absolutely rids it of smut and is the most effective step toward eradication. Turkey red doesn't have smut in it, probably because new seed is used at least every three years.

Old winter wheat seems to be infected with most of the smut of all the grain handled. Most of this comes from west of Grand Island where new ground has been broken and little attention is given to the seed. Many carloads of smut infected seed wheat were sold out of Colorado to the farmers of this section a few years ago and they are reaping the harvest.

Sinking smut, the kind of smut all know, is the hardest variety to eradicate, for the smut balls grow in place of the wheat kernels. What happens to that smut ball in the process of getting that sheath of wheat to market is obvious.

Seed wheat planted should every year be obtained from fields 150 to 200 miles away. The loss to farmers of this country from smut is placed at \$15,000,000. Nebraska's loss alone is stated to be \$2,000,000. Think of what this means not only to the farmers of this state, the merchants, manufacturers, etc., but how this loss in their income affects the country at large.

This figure only represents the direct loss to the farmers in reduced income. Smut in wheat causes explosions and fires in elevators, which loss is not reckoned in determining the total. So you see the loss is not altogether represented by the dockage.

Even the dust from threshing smutty wheat affects not only the soil close at hand, but also from section to section. This shows itself in the increased smutty acreage harvested this year as shown by the report of the federal government. Increases of 100 per cent seem common.

Regardless of what kind of seed wheat is sown on smut infected soil, the crop will be smutty.

The wheat crop of parts of western Nebraska were almost entirely wiped out by the smut.

Bulletin No. 126, published by the Nebraska College of Agriculture, tells of the eradication of smut spores.

The Barberry bush is responsible for black rust, not for smut.

Kanred wheat seems far more susceptible to smut than Turkey red; further, it is not as good a milling wheat as the latter by 10%.

Smut eradication is a most vital issue today.

Practical Pointers for the Elevator Operator.

HARRY R. CLARK, chief inspector of the Omaha Grain Exchange, said:

Grading Smutty Wheat: A car of wheat with 15 smut balls in 250 grams of wheat is given the grade of "Smutty." For the benefit of those unfamiliar with this system of weights and measures, 250 grams amounts to about two good handfuls.

If 10 smut balls are found in 250 grams and the ends of the wheat are not "tagged" or "painted" (which means tipped with black), a smutty grade is not given.

Most shippers suffer a smutty grade on their wheat because they will fill a 100,000 pound capacity car with 80,000 pounds of good wheat they have binned and then try to work off about 20,000 pounds of wheat to fill up the car, thereby getting a grade of "Smutty" on the entire shipment instead of on only 20,000 pounds. The loss suffered needs no explanation, but rather a word of warning. It is far better to save that 20,000 pounds of smutty wheat until enough is brought in to fill a car. If the stuff cannot be peddled off as a chicken feed, it is far better to send an entire car of smutty wheat to market than to infect good wheat with the smutty stuff just for the sake of working it off. The discount suffered in the latter

case is far less than in the mixed shipment mentioned.

Because crops are wet this year it is necessary to get your moisture tester in condition. Get new rubber corks; get more than two flasks and graduats. Be sure to use "Atlantic Red" oil put out by the Standard Oil Co. in your moisture tester. Twenty minutes is the correct length of time for a test. The shorter the test, the more the moisture, and vice versa.

THE NEW CORN coming into the Omaha market is averaging 20½% moisture. You can best protect yourself in buying this exceptionally wet stuff by making careful tests of every farmer's crop. Take a handful of corn out of each load each farmer brings in and place in a separate container allotted to that particular grower, thereby assuring an average moisture test of the corn received.

Gallon cans were suggested by M. L. Crandell of Nebraska City as the logical container for these load samples. "But keep them outside," he warned, "until you're ready to make the test. It is also well to mix the samples taken by shaking the cans, as the corn taken from the outside of the crib is naturally the driest."

With a tester, Mr. Clark continued, you can buy right, paying the farmer what is due him and no more. You really can buy on grade, all of which helps to make the grain business profitable. This way you know what you're buying and consequently what you have to sell.

Another valuable tip is: Do not load the ends of your cars to the roof. Trim the load with a long rake, make it even thruout, and minimize chance of suffering dockage.

In shipping it is best to mix the corn of different moistures all the way thru the car so an "irregularly loaded" notation will not be given.

SCALES: Still another way of saving money for the business is to have the railway inspector inspect your scales, then it will be easy to get claims thru for shortages. The railroads attach little significance to state inspection of scales, probably because the state scale inspectors only carry 500 pounds of test weights with them. It is obvious that this does not permit the accepted 10% of capacity scale test. The Fairbanks service truck inspectors use 5,000 pounds; the railroads use 10,000 pounds of test weights.

The inability of the scale inspectors of the present staff of the state department of scales was cited and steps formulated to remove this deficiency, the matter being referred to the Resolutions Com'te.

Buying or Handling Farmers' Grain on Commission.

A lively discussion of the resolution, "Resolved, that Farmers' Elevators should Not Purchase Grain Outright But Should Handle It on a Fixed Commission Charge," was precipitated.

The first speaker purposely invoked discussion by his stand on the affirmative side. The storage laws of the state, which would materially affect the grain elevator operator, were cited in this connection. The problem of necessary storage space for each farmer's grain was presented and discussed. Grades on a car shipped by a number of farmers and the unfair return to both those whose grain in that car graded above or below the grade given the car was mentioned and set aside. Also the subject of loading one farmer's crops thru an elevator and into a car, one at a time, was considered. The necessary additional bookkeeping of such a system and movement of "distress" grain was cited.

DEAN M. CLARK, Chicago, then presented the following:

The cost of marketing the farmers' grain would be materially increased by storing and shipping each grower's grain separately, because the farmer's account would have to be solicited by the terminal grain handlers, where now only the grain elevator operator's account is being solicited. The additional expense involved is obvious. The matter of who was to receive their grain would cause such dissension

as would make the plan impracticable. It would slow up the movement of the crops of every community where attempted. Even though one farmer could fill a car with grain off his farm, to attempt to ship an entire car to a desired receiver would be to tie up the local elevator's handling facilities to the detriment of every other farmer in the community.

However, should all farmers shipping one kind of grain decide on the house to handle it, could they get together on when they wanted to sell or at what price? Can you picture selling one-twelfth of a car at one price, another twelfth at some other figure, etc.? If any one farmer received more per bushel than the next, visualize the disputes and dissension that would result. We know from past experience that it would be impossible to get the shippers of this specific car together on any one price at any one particular moment. Dissatisfaction with the handling of his grain would lead the large grower to load direct into cars. He would go around the elevator.

"Smaller margins have been mentioned as a means for whipping any such movement that might take a foothold in this state. Most of you will agree that your margin of profit for handling the farmer's grain is entirely too small now. The risks of a fluctuating market still rest upon the grain shipper who buys heavily of a high priced grain."

The debate then closed. The affirmative had declared that if the elevators lose money on a declining market that they lose on borrowed money which is drawing interest, while if the farmers lose, they lose just that amount of money. This brought out the necessity of gaining such a financial position that borrowing money would not be necessary, consequently the elimination of loss thru the payment of interest. Capital is necessary to run any kind of a business properly, it was brought out. Furthermore, all business is speculative and there's no use trying to get away from that conceded fact.

With this much ground covered to the satisfaction of the audience, the delegates adjourned until after the dinner hour, when the guests were ushered to the Orpheum at the invitation of the Omaha Grain Exchange members.

Wednesday, November 18.

The Wednesday morning session was opened with an address by HON. A. J. WEAVER of Falls City, who spoke on the "Development of the Missouri River for Transportation." His address has been broadcasted over many a radio and published over the surrounding countryside in the daily press.

CHRIS. L. CHRISTENSEN, U. S. Department of Agriculture, Washington, D. C., spoke on "The Essentials of Co-operative Marketing."

Wednesday's session was taken up with the report of the resolutions committee and the review of the many reels of the U. S. Dept. of Agriculture which the Dept. is seeking to circulate among the states, which will be most directly affected. A slide was shown illustrating what smut looks like on the sheath of wheat.

Among the resolutions adopted were the following:

Resolutions Adopted.

RAILROAD RATES, VALUATIONS AND WAGES.

Resolved, that while we recognize that the railroads of the country must have an adequate return on their investment, we also demand that returns be paid only on honest valuations of facilities essential to the efficient transportation of the traffic of our country, and that we as farmers are opposed to paying any return whatever on excessive values or on unnecessary transportation facilities.

Resolved, that we vigorously oppose at this time any increase whatever in freight rates on agricultural products and that we oppose such an increase at any time until such time as the average net income of the producers of agricultural products shall bear a fair relation to the rate of return asked for by railroad investors and the wages received by railroad employees.

Resolved, that we favor such action by Congress as may be necessary to place with the Interstate Commerce Commission the power to carry out a program looking toward the co-ordination of all transportation facilities of the country used in interstate commerce, and giving to the Interstate Commerce Commission control of the services performed by all common carriers of freight and passengers by rail, water or truck and full control over the rates charged by such carriers in interstate commerce.

TAX ON TRUCKS AND BUSES.

Resolved, that we are opposed to any increase in the present tax on gasoline, but that we favor a special license of commercial trucks engaged in the transportation of freight or passengers within the state together with a tax on such trucks of sufficient amount to reasonably assist in the cost of maintaining the roads used by such trucks, to the end that the general taxpayers of the state may be relieved, at least to a reasonable degree, of the total cost of maintaining the improved roads on which the greater portion of the cost of upkeep is caused by the use of such roads by commercial trucks and buses.

STATE SCALE INSPECTION.

Resolved, that we co-operate with the state in maintaining a highly efficient state scale inspection system and that we urge to managers of the elevator companies to report to the association any complaints they may have in regard to the service rendered in order that they may be called to the attention of the state officials and be corrected.

DEVELOPMENT OF THE MISSOURI RIVER.

Resolved, that we favor the development of the Missouri River as a part of a complete development of our inland waterways and that we urge upon the administration at Washington and upon the representatives of our state in Congress the most rapid progress in the development possible and practical.

FEDERATE ALL FARMERS ELEVATOR COMPANIES.

Resolved, that we recommend the appointment of a committee by our president to confer with the proper representatives of the Farmers Union of Nebraska in an effort to federate all farmers' elevator companies of Nebraska on a plan for marketing grain.

Banquet Tendered by the Omaha Grain Exchange.

Nearly 425 keen appetites were satisfied on Wednesday evening of the three-day convention. A chicken dinner was served three minutes ahead of time on the trading floor, tendered by the members of the Grain Exchange.

A ten-piece colored orchestra carrying two singers and a capable leader ushered the throng into the dining hall and their rhythmical spirits inspired the diners thruout the excellent meal.

A. H. BEWSHER was the able toastmaster of the evening. He told of the coast to coast reputation that one particular guest had made a year ago with his "Atta Boy," which, of course, was heard from the Omaha Grain Exchange Radio Broadcasting Station, W A A W. "At least his wife knew he was in Omaha and feeling fine." For the benefit of the wives of those attending the convention, Mr. Bewsher announced over the ever-present microphone that all their husbands had arrived, were well and happy and that the strongest thing to drink was coffee. "Standby," he ordered thru the microphone, "you may be able to recognize his voice."

In introducing the newly elected exchange president Mr. F. C. Bell, bells that ring true were emphasized. In welcoming the visitors MR. BELL said:

President Bell's Address of Welcome.

On behalf of the members of the Omaha Grain Exchange, I extend to all of you a hearty, sincere welcome to this your fourteenth convention in Omaha. We are especially glad to be able to entertain you here in our business home where we all learn to understand each other's business problems.

The members of this Exchange are engaged in a necessary service to the grain trade. Most of our income every year is consumed in operating costs of which service to the country is a large part; in fact, most, if not all of us, know what it means to operate at a loss, the same as many of you have done. Our members who have been operating in this market over a period of years have been able to see the country dealers and the terminal market dealers gradually working closer together.

All our members have done their individual share in the building of this organization, which in a period of twenty years has grown from annual receipts of 16,000,000 bus. in 1904 to over 76,000,000 bus. in 1924. We are not only the largest primary grain market in the United States but we have the most completely equipped and most efficiently operated Exchange in the United States.

Omaha was the first market to install a radio broadcasting machine in order to give the dealers in our territory almost continuous market quotations and we find the country dealers are especially grateful for this service.

In order to give you service at the lowest possible cost we installed a large up-to-date

chemical laboratory which is recognized all over the country for its efficiency and accuracy.

Our Traffic Department is second to none in activity and efficiency and is continually working and fighting to maintain favorable freight rates and traffic regulations.

We operate continually under a constructive policy, opposing all things which we think will be detrimental to our market and to the country dealers served by this market and supporting all things which we think will be to their best interests, as we have learned to feel that many of their problems are our problems.

I congratulate your very competent Secretary, Mr. Shorthill, for the very businesslike and efficient service he renders your organization and I congratulate your Association for having such a very able and efficient Secretary. We want you to come to us for assistance when it is possible for us to help you and we want you to co-operate with us when we ask for your help in combating things which are injurious to all of our best interests.

SECY JNO. W. SHORTHILL, in responding to the welcome, said, "The Omaha Grain Exchange always gets more for our shippers' grain than any other market; their service is unexcelled. Thruout all our mutual contacts our relations have been the best and in the future our relationship shall continue on a sound business basis."

C. D. STURTEVANT'S address on future trading is given elsewhere in this number.

H. A. BUTLER, in discussing "Smut and Wheat Improvement," said:

Today is a day of specialized organization to accomplish specific results. The Omaha Grain Exchange can best serve its territory, in addition to its already well organized functions, by continuing its wheat improvement program. Improvement of the wheat crop will mean more money in the pocket of the farmers as well as more grain for the country, not to mention more grain for the Omaha Grain Exchange to handle.

Along with this program comes the further improvement of the chemical laboratory of this exchange for the analysis of grain. Today the tests made by the chemical laboratory of the Omaha Grain Exchange are conceded to be the most uniform the country over. Yet our laboratory is not quite as complete as we will have it before long. It is a large undertaking, but nothing is too good for the grain shippers of Nebraska. This all takes money, but the Omaha Grain Exchange members give unstintingly of whatever they have that they may better serve the trade.

Further expansion calls for the erection and operation of an experimental mill where even baking will be undertaken. This has all been planned so that the Omaha Grain Exchange may show the mills of the world that the wheat produced in the country tributary to this market is better than that in any other territory. We will and we are working thru the state and national chemists bodies and we expect before long to show these millers some concrete evidence why they should buy in the Omaha grain market, why they should purchase Nebraska wheat.

We are working thru the Nebraska Millers Ass'n and thru the State University. Plans have already been laid and decided upon by both parties.

We invite your co-operation. When we installed our radio station we asked for suggestions. You responded faithfully and to our mutual advantage. It is hoped that you will continue co-operating with this market. We will continue co-operating with you, that you may produce milling wheat of quality, that we may bring more millers to market to buy this better quality wheat that you raise.

Right now plans are under way for the organization of a "Wheat Train" to cover the state just as the calf train, the dairy train, etc., have already done. Information on the eradication of smut will be a feature.

To profit most by this union of interests, however, we must co-operate to the fullest extent of the ability of both.

HON. ADAM McMULLEN, Governor of the State of Nebraska, told of the advantages of the state of Nebraska in concrete terms.

Nebraska has the lowest indebtedness per capita; is second in per capita wealth; has no bonded indebtedness, it being the policy of the state to pay as it spends. The government is conducted in a businesslike way and naturally gets discounts for cash. The new capitol building will be paid for the moment it is finished.

Following the governor's address Dan Desdune and his colored orchestra provided the lighter side of the evening's entertainment. It was listed as "The Evolution of the Ethiopian Dance."

A most effective means in holding the audience was employed by the efficient committee in

the way of awarding prizes after the termination of the dance program.

The prizes offered, drawn for, awarded and by this time mailed to the winners were two 48-lb. sacks of Sunkist Flour by Maney Mfg. Co., two 48-lb. sacks of Omar Flour by the Omaha Flour Mills, two 48-lb. sacks of Mother's Best flour by the Nebraska Consolidated Mills, two 50-lb. sacks of Red Feather Chick Starter by the M. C. Peters Mfg. Co., and three 10-lb. sacks of Miller Made Corn Meal by the Miller Cereal Mills, and the grand prize of one of the latest Crosley Tryerdyne radio set, equivalent to a 5-tube, given by the Grain Exchange as a whole.

Dean M. Clark of Chicago drew the numbers out of the box and in nearly every case some elevator manager was awarded the prize. The Crosley Tryerdyne radio set went to Robt. W. Jark of the Farmers Elevator Co., Beatrice.

Convention Notes.

Hastings was chosen as the meeting place for next year's convention.

Sec'y Shorthill was presented with a comfortable rocker upholstered in taupe and rose as a token of appreciation.

Some of the Omaha Grain Exchange members dropped over to the convention at various times during the proceedings.

The Mystic Oracle which answers all questions and the pig's-tail weather vane were distributed by the J. L. Frederick Grain Co.

St. Joseph was represented by W. M. Huff, Fred Watts of Gordon Grain Co., Chas. A. Geiger, F. A. Wilkins, G. C. Belton, C. D. Taylor, M. U. Norton, E. Flynn and J. C. Flynn, F. B. Simpson.

David C. Hauck, Allen Logan, III, and Bob Browne were there from Kansas City; Jno. J. Holderman, Shenandoah, Ia.; Frank Rutherford, Hastings; H. M. Lehr, Grain Dealers Fire Insurance Co., Lincoln.

Elevator managers present included M. L. Crandell, Nebraska City; H. F. Callett, Aurora; C. L. Noble, Shenandoah; Jos. F. Jirovec, Clarkson; R. Bourdeau, Campbell; H. H. Kramer, Firth; F. M. Saun, Ruskin; O. C. Beaman, Dunbar; L. A. Beaman, Talmage; L. O. Ruyle, Blue Springs; Robt. Jark, Beatrice; E. M. Olds, Dorchester; C. W. Sackett, Cook; E. P. Hubbard, Junieta; A. E. Moore, Fairmont; M. J. Stoetzel, Roseland; W. B. Sawin, Minden, Wm. Stewart, Scranton, La.; Walt Nelson, Holstein.

"The St. Joseph Grain Exchange" had those identical words on an 18"x40" dark green background, bordered with highly polished wood to match. The letters were formed with kernels of corn, white alternating with yellow, the letters forming the St. Joseph being larger than those forming the remainder of the name. In the St. Joseph suite of rooms a register was always open for the signature of visitors. One hundred and twenty-four prizes were mailed to the lucky registrants. A good proportion of the 250 registered at the registration desk also signed up on the St. Joseph register.

Federal Order Against Oats Adulteration.

A cease and desist order has been directed against Garnett S. Zorn and H. Voltze, of Louisville, Ky., of S. Zorn & Co., by the Federal Trade Commission.

The respondents are to stop using the word "oats" in descriptions or designations connected with selling "screenings," wild oats or mill oats mixed with cultivated oats, unless the word is accompanied by adjectives clearly indicating that the product is an artificial mixture of screenings, wild oats or mill oats with cultivated oats.

The Commission found that the respondents had artificially mixed about 90 cars of screenings with approximately 900 carloads of cultivated oats, and sold the mixture for No. 3 white oats.

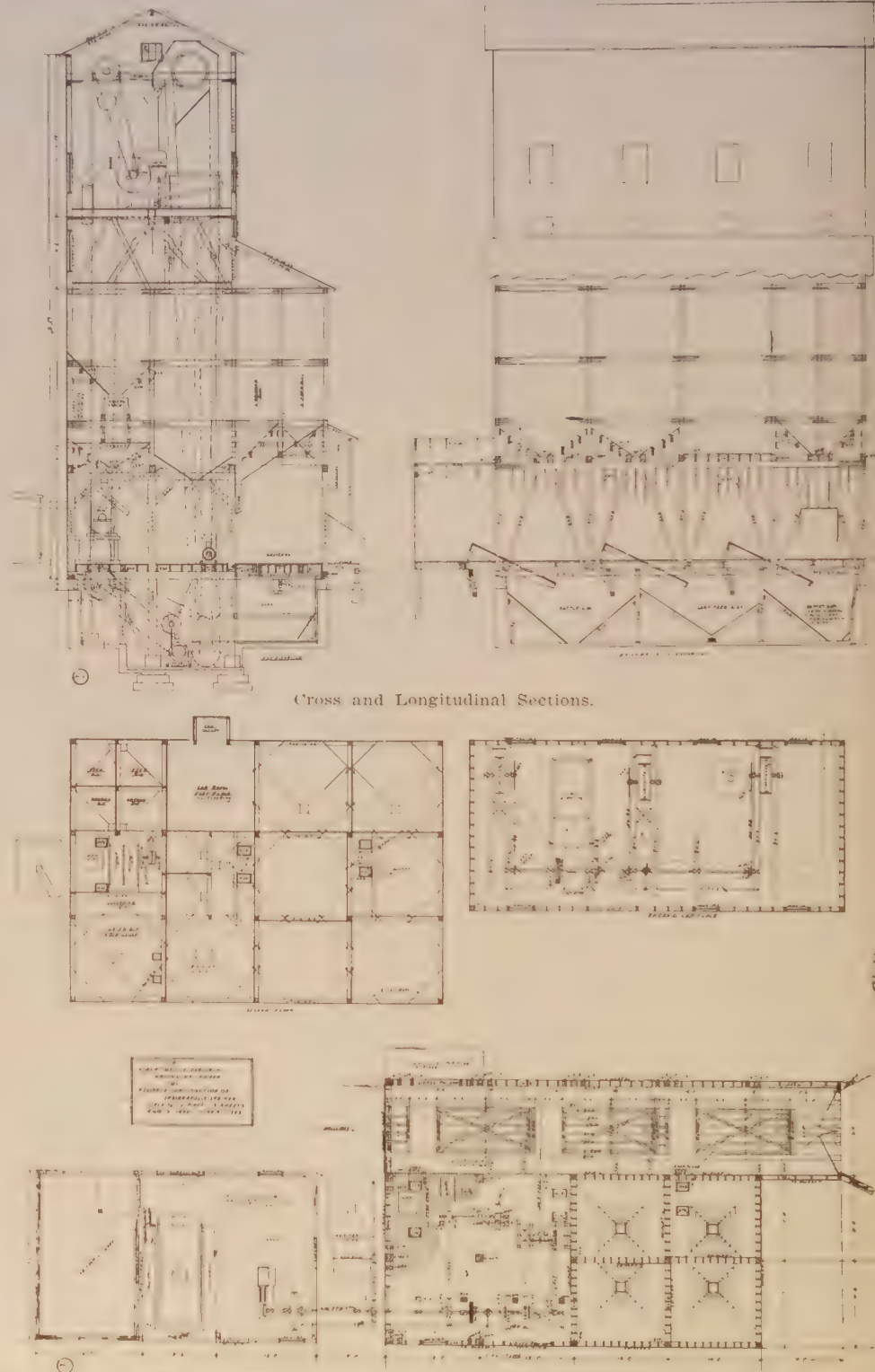
The Federal Grain Standards Act says that natural mixtures of No. 3 white oats may contain not more than 10% of other than sound cultivated oats. The respondents' mixture was found to contain an average amount of 17½% screenings. Other artificially mixed shipments were made by the respondents.

The prices at which the artificial mixtures were sold ranged from ½ cent to 7¼ cents per bu. less than the prevailing market price of No. 3 white oats, which made it difficult for the respondent's competitors to sell their clean product. In the same sense the practice of mixing screenings with cultivated oats injuriously affects the competing growers of clean cultivated oats in the states of Ohio,

Indiana, Illinois and Iowa, who do not resort to such practice and causes the ultimate purchaser to pay for something which is not what it is purported to be, the Commission found.

Corn Elevator With Drying and Feed Grinding Equipment.

The new 40,000-bu. modern grain elevator of Robert Bell at Brookston, Ind., is fully equipped to take the grain in whatever condition the farmer chooses to deliver it and make it merchantable in the terminal markets. Another service rendered the farmer is the grinding of feed. This well equipped house takes the place of the house burned last July.



Second Floor, Cupola Floor, Cob and Power House and Work Floor Plans of 40,000-bu. Elevator at Brookston, Ind. [See facing page.]

This service is afforded to the corn growers in a considerable territory in White County, in Northwestern Indiana, tributary to Brookston, on the Chicago, Indianapolis & Louisville Railroad, the grain elevators not being so numerous as to prevent each enjoying a fair volume of business, and warranting the investment in drying equipment.

Requiring more power than the average country grain elevator this house has a steam boiler of 100 h. p. and a steam engine of 90 h. p. in a power house built of concrete.

The main building, including driveway, is 48x33 ft. on the ground, with cement concrete basement of same dimensions. Above the basement the walls are of studding covered with shiplap, the total height above basement floor being 86 ft. Over the driveway the building is carried up to the lower floor of the cupola to make room for 2 grinding bins, 2 feed bins and three other bins. Four of the bins in the main building extend down to the ground floor, the other half of the first story forming a work room and grinding room. One bin is over the 2,000-bu. Richardson Automatic Scale, under which is an air-blast car-loader. A bin is assigned to screenings. The top part of one bin space is hopped off to one side to make a garner for the No. 3 Hess Drier outside; and there are three smaller bins over the work floor.

The grain is unloaded from wagons on three dumps with heavy platforms and oil control, two of the sinks being hopped to the elevator legs, the middle sink having a chain feed to No. 22 Western Sheller in the basement, close by which is the third elevator leg having 14x8-in. buckets spaced 14 inches and discharging to the No. 31 Western Gyrating Cleaner in the cupola. The other leg nearest the Hess Drier also discharges into the gyrator, from which a long 12-in. spout of 14 gage galvanized iron delivers the cobs to the cement concrete cob house. A fourth leg with 7x4½-in. cups elevates the product of the 24-in. Dreadnaught Grinder on the main floor to the feed and grinding bins.

Power is transmitted from the engine by a 33/16-inch shaft turning 200 r.p.m., on which are five pulleys driving by belt the drier fan,

grinder, sheller, loader and chain feed. This shaft also has a 4-groove sheave for rope drive to countershafts in the cupola driving the elevator head pulley shafts by chain and sprocket and the gyrator by 8-inch belt. All transmission was supplied by the Union Iron Works, and the belting by the Gutta Percha & Rubber Mfg. Co.

The cob room and power house are built together of concrete, 22 ft. by 36 ft. 6 ins., with 6-inch walls. A 6-inch air chamber separates the wall of the boiler setting from the wall of the cob bin, the wall having a door convenient for firing cobs into the furnace of the boiler, above which is a steel smokestack as tall as the elevator. Sparks from the stack are not likely to start a fire, as the roof and walls are covered with No. 28 gage galvanized steel. The plant was designed and erected by the Reliance Construction Co.

Grain Ticker Service to be Greatly Improved

The most rapid distribution of grain quotations since the invention of the telegraph will soon be inaugurated by the Chicago Board of Trade.

Edwin A. Doern, chairman of the quotations committee, says that under an agreement just approved, an automatic ticker transmission plant to replace the present Morse system will soon be installed on the trading floor by the Western Union Telegraph Co.

"By means of this latest improved system the ticker will register instantly the price at which commodities are exchanged," he said. "It will greatly quicken the quotation service and permit of greater volume. By means of an instantaneous relay the service to all cities will be expedited."

"It is contemplated that the automatic ticker service in Chicago shall be followed soon by the newly-invented channel printer automatic service between markets. This will mean the registering of quotations of all large grain markets in each separate market almost instantaneously."

New Exhibits at the Grain & Hay Show

Exhibits are being rapidly prepared for the opening day of the International Grain & Hay Show which will be conducted in connection with the International Live Stock Exposition at Union Stock Yards, Chicago, Ill., Nov. 28 to Dec. 5, inclusive.

Nine colleges will send teams of 5 students each to enter the crop judging contest. These teams know nothing about what crops they will judge until just before the contest starts on Nov. 28.

The Illinois Department of Agriculture is preparing an exhibit illustrating the seed laws of Illinois and other states with actual samples of the seeds.

An exhibit termed "New Varieties of Crops" is expected to attract considerable attention on the part of agriculturists and grain men. Twenty-five experiment stations have collaborated in the gathering of 50 samples of new varieties of crops which have been distributed, developed or introduced during the past year. A number of new varieties of wheat, corn, oats, and other grains will occupy a prominent position.

The first animals for the stock show have already arrived in 3 trains of over 100 cars and are now occupying stalls waiting for the grand opening. They are the prize winners that were exhibited last week at the American Royal Live Stock Show at Kansas City.

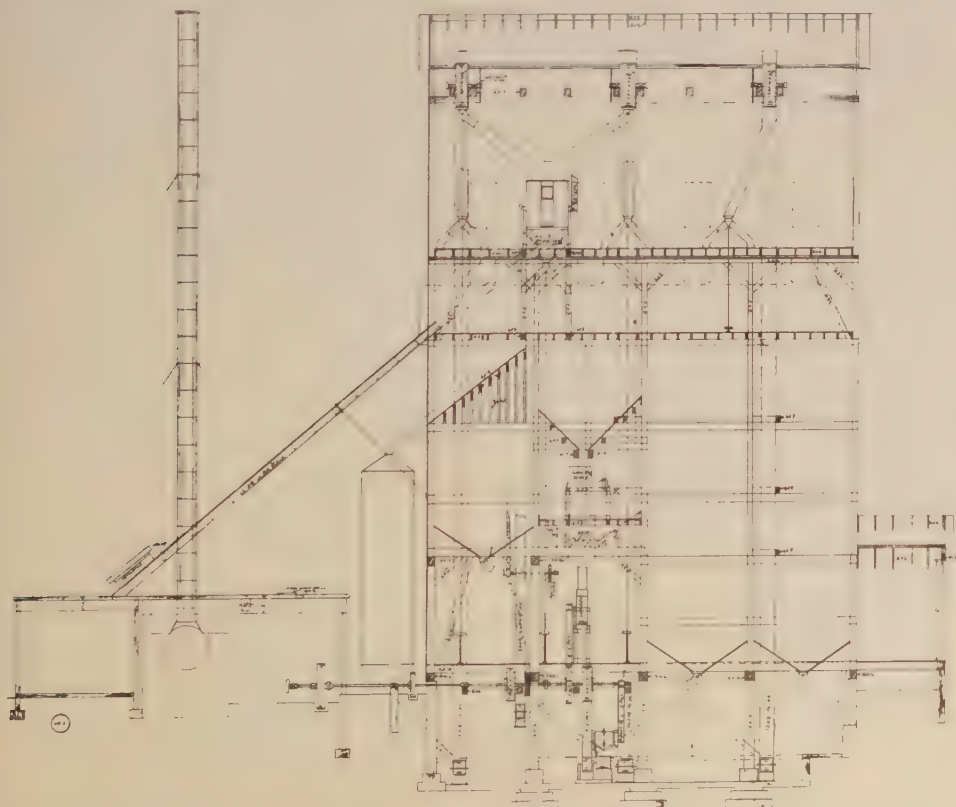
Economizing in Electric Power Cost.

BY R. D. MAC DANIEL, MGR. SERVICE DEPT. GRAIN DEALERS' FIRE INS. CO.

Most power distributors use what is known as "two-charge" rate. That is, the rate will depend upon two factors: (1) the actual amount of electrical energy used as determined by a wattmeter and (2) the maximum amount which might be used at any one time, regardless of whether it is used or not. The first factor needs no explanation as it is simply paying for what current used. The second, or "demand" factor is justified by the fact that the central station must provide itself with equipment of sufficient capacity to supply the consumer with all the power he may desire at a moment's notice, or, as is actually the case, without any notice at all. If an elevator has a total of 50 horsepower in the plant the power company must be prepared to furnish that amount of energy even though the house may not usually use over 20 horsepower. Therefore, there is a certain element in the rate to take care of the depreciation, interest on investment and so forth required for the maintenance of the equipment kept ready to furnish the other 30 horsepower when needed.

This "demand" element in the rate is no inconsiderable item by any means in the average power installation. Therefore, it should be kept as low as possible. One means of doing this is by installing a double throw switch on a line serving two or more motors which drive machines that are never used at the same time. For instance, suppose a grinding unit requiring 25 horsepower is used only on certain days during the week and the rest of the machinery—a sheller requiring 15 horsepower and a cleaner and elevator stands taking 10 horsepower—are used the rest of the time. Now, if all three motors were so installed that they could be used at the same time, the demand rate will be based on 50 horsepower even though 25 horsepower is in use at any one time. By simply placing the 25-h. p. motor on one circuit and the other two—the 15-h. p. and the 10-h. p., on another, using a double throw switch to connect them with the service wires, the demand rate would be cut in half.

Most power companies are only too glad to suggest means of this sort whereby the demand on their facilities will be reduced to a minimum.



Longitudinal Section of Cob Room, Engine Room, and Elevator of Robert Bell at Brookston, Ind.
[See facing page.]

Annual Meeting of Industrial Traffic League

The annual meeting of the National Industrial Traffic League at Chicago Nov. 18 and 19 was well attended.

J. H. BEEK, executive sec'y, reported that the executive com'te had dropped the plans for the passage of a bill designed to force the railroads to pay interest on loss and damage claims not settled within 90 days, the improvement in this respect since 1922 having made the action unnecessary.

The com'te decided to request traffic clubs in cities where future meetings of the league are held to arrange no entertainment.

Detroit was selected as the place for the next meeting at a date to be decided by the com'te; while the next annual meeting will be held at New York, Nov. 17 and 18.

C. B. BALDWIN, chairman of the freight claims and claims prevention com'te, reported:

Interest on Loss and Damage Claims.—Because of inquiries from certain members as to the position of the League on this subject attention is called to a report made by your Committee to the annual meeting held in Chicago on Nov. 9-10, 1921. In substance we stated that the Freight Claims Division of the American Railway Ass'n had no authority, according to our information, to agree to any proposition involving the payment of interest on loss and damage claims, and that until the law department of the Ass'n would consider the matter favorably we could hope for no voluntary action on the part of the carriers.

At the annual meeting held in New York on Nov. 15 and 16, 1922, our legislative com'te recommended that, on claims not adjusted after ninety days, interest be added at the rate of 3%. From a letter received from R. C. Fulbright, chairman of our legislative com'te, dated May 14, 1925, on this subject, we quote as follows:

"The League acted favorably upon this and reiterated its action indirectly in the adoption of the report of the legislative com'te at the last annual meeting in New York. The subject was not agitated in the last session of Congress because of the declared policy of the League to refrain from an aggressive campaign to bring about changes in the transportation law."

We know from the foregoing that the chairman of the legislative com'te has the matter well in hand, and it is our desire to co-operate with him in carrying out the wishes of the membership in so far as it may be practicable to do so. We are satisfied, however, that nothing can be gained by any further conference with the carriers, for it is quite evident that the matter is not within the jurisdiction of the claim division of the American Railway Ass'n.

Grain Claim Rules. On Feb. 4, 1918, the Interstate Commerce Commission rendered a decision known as No. 9009—"CLAIMS FOR LOSS AND DAMAGE OF GRAIN," (48 I. C. C. 530). It is our understanding that the proceedings were held open, in order that carriers and shippers might confer and agree upon rules and practices to be observed in the filing, investigation and disposition of claims against carriers for loss and damage to grain and grain products. (See Supplemental Report of the Interstate Commerce Commission of Jan. 13, 1920,—56 I. C. C. 347.)

Certain representatives of the grain interests—members of the League—desire the League to use its influence with the carriers to secure some modification of the rules which now govern the settlement of loss and damage claims, while others do not.

At the meeting of the Executive Committee held in Indianapolis on April 27, 1925, the subject, after much discussion, was referred to the claims com'te, with instruction to iron out the differences, if possible, with the carriers.

Subsequently, at the request of the chairman of the transportation com'te of the Grain Dealers National Ass'n, it was decided to hold the matter in abeyance, your Chairman having been advised that a com'te of three, appointed at a meeting of that Ass'n, held on April 29, would undertake the task assigned to our com'te.

According to the latest advices no agreement has been reached, and while we are pursuing a "hands off" policy we have by no means lost track of the matter, as one member of our com'te is one of the three members of the special com'te appointed by the Grain Dealers National Ass'n.

The recommendation of the com'te was adopted.

A difference of opinion developed between J. S. Brown, Chicago, and H. A. Feltus,

Minneapolis, on the declaration by the Grain Dealers National Ass'n at Kansas City favoring an amendment to the Interstate Commerce Act to provide that the allowance to carriers for unavoidable waste or loss in handling shall not exceed 60 pounds per car, Mr. Feltus opposing the limitation, since his state has a law allowing the carriers nothing. Mr. Brown held that the action by the Grain Dealers National Ass'n should be supported, unless the grain exchanges could be shown to be against the change in the Act.

R. C. FULBRIGHT, of the legislative com'te, reported on railroad consolidations, jurisdiction of the Interstate Commerce Commission over water rates and on liability of consignee agents for undercharges, the latter topic being covered by the following:

Liability of Consignee Agents for Undercharges.—At the Indianapolis meeting in April of this year, the League referred back to this com'te for further investigation and report the matter of recommending legislation designed to exempt commission merchants, or other agents who are named as consignees, from liability for undercharges accruing after the delivery of the shipments. The legislative com'te has heretofore made suggestions as to a partial accomplishment of this purpose by means of changes in the form of B/L, but in view of the fact that the object sought cannot be practically accomplished in this way, under existing laws, it seems to be the desire of the League that your com'te recommend legislation designed for such purpose.

The only suggestion which your Com'te has been able to work out on this problem has been to provide an amendment to the Interstate Commerce Act to the effect that where prior to delivery of shipments consignees advise the proper agents of the carriers that such consignees are agents only and have no beneficial title in the shipments, such consignees shall not be legally liable for further transportation charges with respect to such shipments after the same have been delivered to them. In other words, under this provision of the law, the commission merchant would advise the railroad upon arrival of the goods that he has no interest therein other than to dispose of them under the terms of his agency. He then becomes an agent only and has disclosed his principal to the carrier. The carrier would have the right to refuse to deliver the goods until the principal furnished proper assurance to the carrier that any subsequent transportation charges would be paid. Of course, the carrier would have the right to demand the charges before delivery of the goods and could make this a condition precedent to delivery of the goods.

Where the consignee receiving the goods has before delivery advised the carrier that he is only an agent and has disclosed his principal, it would seem that ample opportunity would be given the carrier to protect itself before making delivery. It is a well settled general principle of law that a person dealing with an agent, who at the time of such dealing advises that he is only an agent acting for some other person as principal, the person dealing as such agent cannot be held as a principal unless there has been some misrepresentation or fraud upon his part. An agent may represent that he is an agent of a certain man and has certain authority, and the agent will not be liable for the acts within the scope of that authority, but if the agent misrepresented his authority, he would be liable for such misrepresentation. There would seem to be no good reason why this principle cannot be applied to the delivery of goods to commission merchants and other consignee agents. The practical result of such legislation would be that the carrier would refuse to deliver the goods until sufficient assurance of the financial responsibility is furnished by the consignee.

Your com'te has not undertaken to frame the exact wording of such a bill, but is of the opinion that the matter may be accomplished only in this general manner.

H. L. GOEMANN, chairman of the special com'te on telegraph liability, covered this subject in the same words as in his report for the transportation com'te of the Grain Dealers National Ass'n and also said:

Telegraph Liability.

At the spring meeting your com'te reported upon the subject of responsibility attaching to telegraph companies concerning messages which

are called for by messengers of the telegraph companies at the sender's office.

The rule on the back of the telegraph blank reads as follows:

"No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender."

As explained by your com'te in its report at the spring meeting held at Indianapolis, April 29 and 30, last. This question was referred to the League counsel for advice, and he replied,

"* * * that this rule is unjust and that the messenger boys should be recognized as the agents of the telegraph company as much as any other employee handling the message; also that this matter might be made the subject of a formal complaint without the consumption of much time or incurring much expense."

Your com'te recommended at the Indianapolis meeting that if the League decides to file a formal complaint before the Interstate Commerce Commission in connection with the telegraph companies' liability for code messages that other national ass'ns interested in that subject be requested to enter into a joint complaint with the League, covering both the code messages and the telegraph companies' liability for collection of messages by messenger boys.

In view of the apparent lack of interest of the various grain and other trade exchanges and ass'ns regarding code messages, your com'te recommends that this subject likewise be dropped.

His com'te having completed its work the com'te was discharged.

H. D. RHODEHOUSE, chairman of the diversion and reconsignment com'te, on the subject, "Order notify shipments billed to 'Allow Inspection,'" reported:

Order-Notify Shipments.

The question has arisen as to whether Rule 16 would apply on order-notify shipments which are billed "Allow Inspection," i. e., if an order-notify shipment is consigned to a party taking private track delivery, and the car is withheld from placement at destination so that consignee can first inspect the lading and thereafter surrender the B/L, would such a car be considered as held only for surrender of B/L and be subject to the provisions of Rule 16, or would the car be considered as being held for some other purpose in addition to the surrender of the order-notify B/L and Rule 16 not apply.

Carriers' Com'te recommended that a new note be added to Rule 16 so as to cover such shipments and clarify the rule, the new note to read as follows:

"NOTE 5: If a car covered by an order-notify B/L is billed 'Allow Inspection' such car will be considered as being held for the surrender of the order-notify B/L from the time of arrival at destination, and no additional time will be allowed for inspection. This does not apply to grain or seed held for official inspection, nor to hay or straw for any inspection."

Some of the members of our Com'te object to the proposal as they think the note should be amended to provide that carriers should arrange to place cars for inspection on tracks convenient for inspection purposes, and near consignee's private sidings wherever practicable, and allow shipper to inspect and receive the benefit of through rate under Reconsignment Rules 10 and 11 in case car is reconsigned and that if carrier for their convenience place car on consignee's private siding for inspection and car is rejected by consignee, reconsignment should be allowed subject to Rules 10 and 11.

This proposed change will be discussed at a later conference between our com'te and Carriers' National Diversion and Reconsignment Com'te and in the meantime interested League Members are requested to address the chairman of the diversion and reconsignment com'te giving their views with respect thereto.

Altho this organization embraces every class of business the grain dealers are fairly well represented on the official boards.

J. S. Brown, manager of the transportation department of the Chicago Board of Trade, was elected one of the vice presidents, and represents the Western Trunk Line Territory. On the board of directors for the ensuing year the following, among others, were elected: John L. Rowles, Milwaukee, Wis.; G. S. Henderson, Baltimore, Md.; C. J. Austin, New York; C. T. Vandover, Minneapolis, Minn., and Chas. Rippin, St. Louis, Mo.

Paul M. Ripley of New York was elected pres.; C. E. Childe, Omaha, Neb., vice pres., and C. E. Wilmore, Chicago, treas.

About 600 attended the annual dinner of the League on the evening of Nov. 18.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Little Rock, Ark.—Russell & Reger, merchandise brokers, have recently opened an office in the Commercial Warehouse Bldg. for the purpose of doing a regular wholesale grocery brokerage business.

CALIFORNIA

Monrovia, Cal.—The recently completed feed mill of Glesby Bros. Grain & Mfg. Co. was destroyed by fire on Nov. 12.

Fontano, Cal.—New grain elvtr. and warehouses to provide storage for feed for livestock of the Fontana Farms Co. are being constructed on a railroad siding at Declez. An electric grinder and feed mixer is also being installed.

CANADA

Vancouver, B. C.—The Pocock Grain Co. has moved its offices into the Lancaster Bldg.

Wetaskiwin, Alta.—The Western Canada Mfg. Co. of Winnipeg has purchased the elvtr. of the Prairie Elvtr. Co.

Beresford, Man.—The elvtr. of the Western Canada Flour Mills Co., with 5,000 bus. of grain in storage, was destroyed by fire on Oct. 3.

Stettler, Alta.—The United Grain Growers, Ltd., has commenced work on its new elvtr. of 45,000 bus. capacity, to be erected on the same site as the old one.

Vancouver, B. C.—Arnold W. Whitmore is mgr. of the Saskatchewan Co-op. Elvtr., succeeding Geo. Bingham, who was transferred to London earlier in the year.

Vancouver, B. C.—Arrangements have been made by the Federal Government to open an office in the Lancaster Bldg. for the Grain Survey Board, of which George Hill, late Dominion Government Grain Inspector, is the chairman.

Prescott, Ont.—Construction of large transfer elvtrs. here is advocated by W. R. Motherwell, Dominion minister of agriculture, so that after the enlargement of the Welland Canal the cargoes of the largest steamers can be transferred to railroad cars for export at Montreal.

Calgary, Alta.—The Alberta Wheat Pool has authorized the erection of several new elvtrs. of the latest construction. The new houses are reported to be planned for the towns of Esther, Willenhall, Hackett, Leo, and Sedalia. Voss Bros. are said to have the contracts.

Winnipeg, Man.—The United Grain Growers, Ltd., will not sell its elvtr. facilities to holders of wheat pools, the vote being overwhelmingly against it. The shareholders, however, favored the co-ordination of the marketing facilities of three prairie wheat pools—the Saskatchewan, the Co-op. Elvtr. Co., and the United Grain Growers, Ltd.

COLORADO

Trinidad, Colo.—The Bancroft-Marty Feed & Produce Co. is building an elvtr. with grinding and cleaning machinery.

Bethune, Colo.—The elvtr. of the Farmers Elvtr. Co. burned Nov. 11, with a loss of \$10,000 on stock and \$6,000 on the building, which was well insured.

IDAHO

Culdesac, Ida.—The Prairie Flour Mills Co. is planning a 50-ft. addition to its warehouse.

McCammon, Ida.—There is a new corporation operating here under the name of Union Grain Co. They have installed new machinery this season.—C. H. Norton, mgr., Globe Grain & Mfg. Co.

ILLINOIS

Palestine, Ill.—Miesenhelder Bros. have installed new grist mill machinery.

Bloomington, Ill.—The Moratz Mill, recently destroyed by fire, is being rebuilt.

Thawville, Ill.—Bridson and son of Laura, Ill., have been hired as mgr. and ass't of the Farmers Grain Co.

Concord, Ill.—Charles R. Lewis and Ora T. Hamm, operating as Lewis & Hamm, have dissolved partnership.

Rock Creek (Ursa p. o.), Ill.—The elvtr. here is operated by the Knollinsberg Mfg. Co., headquarters at Quincy, Ill.

Laura, Ill.—H. L. Carter succeeded W. M. Magnussen as mgr. of the Laura Farmers Co-op. Elvtr. Co. on Oct. 1, 1925.

Sullivan, Ill.—L. G. Duncan, formerly associated with the Beach-Wickham Grain Co., has opened a grain brokerage office.

Mansfield, Ill.—M. L. DeLaney of Decatur has leased the elvtr. of T. F. Grady. J. C. Swartz will continue with the new management.

Swan Creek, Ill.—Daniel R. Warren, aged 68, grain buyer for Bader & Co. at Swan Creek for the past several years, died recently of apoplexy.

Hoopeston, Ill.—H. C. Finley, mgr., Dexter Crandall, J. E. Borg et al., have purchased the interests of J. H. Dyer in the Illinois Lbr., Grain & Coal Co.

Shannon, Ill.—I am at present mgr. of the Shannon Grain Co. after having been out of the grain business for the past year and a half.—Alfred Cramm.

Weedman, Ill.—E. J. Steele was elected mgr. of the Weedman Grain & Coal Co. to succeed T. J. Rutledge, former mgr., who died suddenly a few weeks ago.

Haynes Siding (Lanesville p. o.), Ill.—James Kinahan of Illiopolis has taken the position of mgr. of the Lewis-Haynes Grain Co.'s elvtr., succeeding Mr. Haynes.

Hindsboro, Ill.—S. W. Harper, formerly of Oakland, has taken over the elvtr. of Carlos Wheatley & Son, which will be operated as the Harper Grain Co.—Fred F. Current.

Leaf River, Ill.—A. E. Spring, former mgr. of the Armour Grain Co. local station, but more recently in charge of a Wisconsin station, has been transferred back to Leaf River.

Shawneetown, Ill.—J. P. Fitzgibbon, who has been in the grain business with W. H. Herrin in Uniontown, Ky., has purchased the interest of the latter in the Shawneetown Elvtr. Co.

Taylorville, Ill.—I will operate two stations—Velma and Calloway—as J. J. Connerly Co., and also my own elvtr. at Millersville under the name of J. J. Connerly Grain Co.—J. J. Connerly.

Sicily (Pawnee p. o.), Ill.—Otto Young has leased the Sicily Farmers Grain Co.'s elvtr. for a year but will remain with Hight & Cline of Stonington, Ill., having a man in charge at Sicily.

Lanesville, Ill.—The Lewis-Haynes Grain Co. has leased the elvtr. formerly conducted by the Lanesville Farmers Grain Co. The plant was recently opened for business with Warren Haynes in charge.

Hillsboro, Ill.—Barnstable & Schaper, dealers in flour and feed in Nokomis and Pana, have purchased one-half interest in the feed business of Frank Ware. This business will be conducted under the name of Barnstable & Ware.

Martinton, Ill.—We have put a new roof on our elvtr., new floor in the driveway, installed a new 10-ton Fairbanks Wagon and Truck Scale, and a 15 h. p. Fairbanks Electric Motor to replace gasoline engine.—Max D. Pilotte, mgr., Martinton Grain Co.

Waggoner, Ill.—We have just installed a new sheller.—A. L. Harrison, mgr., Farmers Grain Co.

CHICAGO NOTES.

The finance com'te of the Board of Trade has fixed the rate of interest for advances on Bs/L at 5½%.

James Biddle Wayman, for many years a member of the Board of Trade, died suddenly Nov. 16, aged 78 years. He had retired from active business about ten years ago.

Howard C. Robb has been selected as manager of the new clearing house of the Chicago Board of Trade. The directors yesterday confirmed his appointment by the clearing house governors last week. Mr. Robb was for years with the Armour Grain Company.

Memberships in the Board of Trade have been granted to: Robt. F. Straub, Montgomery Straub & Co., New York; Hayden Newhall, D. E. Newhall, Inc., Buffalo; Wm. E. Norton, Wichita Brokerage Co., Wichita Falls, Tex.; A. C. Brown, P. B. Carey, Chicago; Paul Gringold, E. A. Strauss & Co., Inc., New York; Wm. Asher Howard, Asher Howard, Minneapolis, and Jacob Morduch of D. Morduch, New York. Applications have been received from the following: John J. O'Brien, Edmund M. Deacon, Francis R. Rodgers and Harold L. Bache. Applications for transfer have been made by Frank G. Jackson, Leon Moyses, E. S. Ennis and Thomas J. Hair.

INDIANA

Huntington, Ind.—J. Gelzleichter & Son are installing a Sidney Sheller.

Fairmount, Ind.—The buildings of Charles F. Nabor & Co. have been painted.

Vincennes, Ind.—The elvtr. of the Vincennes Grain Co. is not being operated.—X.

Evansville, Ind.—Damage by fire was sustained by the Phoenix Flour Mills recently.

Argos, Ind.—Herbert B. Fry has leased the L. E. & W. R. R. Elvtrs. from W. A. Meloy, owner.

Coatesville, Ind.—The Coatesville Elvtr. & Feed Co. has filed certificate of preliminary dissolution.

Lapel, Ind.—We have recently installed a Western Sheller.—F. M. Vickery, mgr., Lapel Lbr. & Grain Co.

Laketon, Ind.—The property of the Laketon Elvtr. Co. was sold at auction Nov. 24 by George C. Baker, receiver.

Indianapolis, Ind.—The Indiana Millers Ass'n will hold its annual meeting at the Board of Trade Library of this city, Dec. 17.

Brazil, Ind.—Charles Burkhardt of Martinsville has succeeded W. H. Stoptaugh, who resigned, as mgr. of the Farmers Co-op. Elvtr. Co.

Rockfield, Ind.—We have installed a new 20-ton Fairbanks Truck Scale and re-roofed our elvtr.—Ralph Grace, mgr., Co-op. Elvtr. Co.

Bremen, Ind.—Kraus & Apfelbaum are installing a complete corn handling equipment. Work is being done by the Sidney Grain Machinery Co.

Coles (Swayzee p. o.), Ind.—The Swayzee Mfg. Co. is installing a gas engine in its elvtr.—D. A. Shelley, mgr., Studebaker Grain & Seed Co., Keystone, Ind.

Dayton, Ind.—The Mulberry Grain Co. has purchased the elvtr. operated by J. T. Higgins, as Dayton Grain Co., and Mr. Cooley of Mulberry will be in charge.

Brems (Knox p. o.), Ind.—The elvtr. of Wm. F. Rosenbaum, W. S. Pulver and Otto Warnke, operated as the Brems Grain Co., has been sold to Wm. F. Rosenbaum & Son of La Crosse.

Cambridge City, Ind.—After the burning of his elvtr. some years ago, J. S. Hazelrigg, who did not rebuild, engaged in the seed and grain track buying business but is now out of the grain business entirely.

Mulberry, Ind.—The Mulberry Grain Co. has bot the Dayton elvtr. and Mr. Cooley, who has been employed in the elvtr. at Mulberry, will manage the business at Dayton under the supervision of Mr. Burris.

Evansville, Ind.—Newton Kelsay, 75 years old, pres. of the Kelsay-Burns Mfg. Co., died Nov. 10, following a long illness. The Kelsay-Burns Mfg. Co. took over the large flour mill of the Erskine Mfg. Co. and shortly after the plant, which included a grain elvtr., was destroyed by fire and never rebuilt. A widow and two sons, Clarence and Roy, survive Mr. Kelsay.

Brookston, Ind.—Our new 40,000-bu. elvtr., which replaces the one burned July 11, is now completed. It is equipped with the most up-to-date machinery, including complete grinding equipment.—Robert Bell.

Milford Junction (Milford p. o.), Ind.—The Farmers Grain & Merc. Co. has received \$8,600 from the insurance companies, which amount is the full face value of the policies. The buildings of the company were burned on Oct. 13.

Frankfort, Ind.—Contracts have been let and construction has been started on a new mill to cost approximately \$50,000, for the Sims Mfg. Co. A two-story addition is being built which will triple the present output of the plant. Installation of the new machinery will not begin until March.

IOWA

Swea City, Ia.—Walter Gardner has installed a 22-in. Monarch Attrition Mill.

Thompson, Ia.—The Farmers Co-op. Elvtr. Co. will install a feed grinding mill.

Lyons, Ia.—The Farmers Feed Mill was recently burned with a loss of \$15,000.

Clinton, Ia.—The feed mill of Joe Sikkema was destroyed by fire with a loss of \$10,000.

Modale, Ia.—The Modale Farmers Elvtr. Co. is enlarging its office and putting in a new safe.

Burnside, Ia.—I have built new crib, 60x10, with shingle roof and concrete foundation.—F. B. Norstrum.

Donnan, Ia.—Wm. R. Allinson, mgr. of an elvtr. at this station, was married recently to Mrs. Donna Sherman.

Nemaha, Ia.—The Independent Farmers Elvtr. Co. has sold its elvtr. at Sac City but will continue business at Nemaha.

Galbraith (Luverne p. o.), Ia.—The Kunz Grain Co. has had its elvtr. at Galbraith equipped with lightning rods.

Allerton, Ia.—C. H. Huston succeeded the Allerton Grain & Coal Co., which company discontinued business last April.—X.

Mondamin, Ia.—The Farmers Elvtr. Co. recently installed a manlift and a truck dump. The driveway was also cut down.

Wallingford, Ia.—Geo. McAdams, who was mgr. of the Farmers Elvtr. Co. for three and one-half years, is no longer with the company.

Storm Lake, Ia.—Seventy-three elvtr. men and others were guests on the evening of Oct. 31 at a banquet given by James E. Bennett & Co.

New Hampton, Ia.—P. H. Brannon, veteran grain dealer, has accepted a position as traveling representative of Hensley & Owen, of Milwaukee.

Delta, Ia.—J. P. Bowen has installed a new 24-in. Munson Motor Driven Ball Bearing Attrition Mill and is also adding a corn sheller to his plant.

Sioux Rapids, Ia.—Ryan & Harns are adding to their equipment a 24-in. Munson Motor Driven Attrition Mill and making other improvements.

Marion, Ia.—The Farmers Elvtr. Co. has let the contract to F. J. Conrad for the installation of an ear corn crusher and the making of other improvements.

Paton, Ia.—The Clark-Brown Grain Co. is installing a hammer feed mill. The east part of the elvtr. has been remodeled into an up-to-date grist mill.

West Branch, Ia.—The West Branch Grain & Feed Co. has recently installed a 30-in. Munson Motor Driven Attrition Mill and also made other improvements.

Fenton, Ia.—The Farmers Elvtr. Co. is considering the installation of an attrition mill similar to the one installed by the Farmers Grain & Produce Co. of Ringsted.

Albert City, Ia.—The Farmers Co-op. Elvtr. Co. has been reincorporated. H. A. Spiller is the new mgr., succeeding Otto Johnson, who had served for almost 20 years.

Fremont, Ia.—My 18,000-bu. elvtr., equipment of which includes Western Combined Sheller and Cleaner, has just been completed by the Younglove Const. Co.—J. E. Kennel.

Shenandoah, Ia.—In addition to other improvements we also made a feed room and are building a steel frame, ironclad coal storage building.—Farmers Co-op. Exchange.

Pocahontas, Ia.—Notice has been given of the final dissolution of the old Farmers Grain & Coal Co. A charter was issued Oct. 3, 1925, to the Farmers Co-op. Co., recently organized.

Carroll, Ia.—The grain firm of Becker & Githens has severed connection with the Beach-Wickham Grain Co. of Chicago, and has become correspondents of James E. Bennett & Co.

Hampton, Ia.—We have recently installed in our elvtr. a No. 3 Direct Connected Jay-Bee Hammer Mill, with 50 h. p. motor. This is the largest mill made by this company.—J. A. Carden.

Wiota, Ia.—E. M. Kellogg, mgr. of the elvtr. of Gund & Sein, has been elected mgr. of the Farmers Co-op. Elvtr. Co. of Anita, where he will move as soon as released from his present position.

Sac City, Ia.—The Farmers Grain Co. has bot the elvtr. of the Independent Farmers Elvtr. Co. and it will be run from the offices of the Farmers Grain Co., while the office and other buildings have been rented.

Marshalltown, Ia.—The Start-Johann Grain Co., which has an office in Boone and until recently one in Perry, has opened an office in the Tremont Bldg. This firm represents the Beach-Wickham Grain Co. of Chicago.

Anita, Ia.—E. M. Kellogg, who is at present mgr. of the elvtr. of Gund & Sein at Wiota, has been elected mgr. of the Farmers Co-op. Elvtr. Co. to succeed F. C. Chinn, who resigned, and will assume the duties of that position as soon as he can be released from the present one.

Cedar Rapids, Ia.—G. W. Welsh, farmer of Williamsburg, has filed suit against the J. C. Shaffer Grain Co. of Chicago, with local office here, for \$12,550, alleged due on grain market deals. The petition charges that the Shaffer Company sold grain contrary to instructions regarding prices.

Varina, Ia.—George Schissel of Royal, Ia., has purchased the Hocum elvtr. property. Since the death of Frank Hocum the elvtr. has been operated under the management of Mrs. Hocum and A. J. Hocum of Newell. The plant had been owned and operated by Hocum brothers for the past 12 years.

Lakewood (Rock Rapids p. o.), Ia.—The Lakewood Elvtr. Co. will build a new elvtr. in the spring to replace the one burned Oct. 21. It will be smaller than the old one but, due to the latest type construction, will have greater capacity. For the present temporary scales will be installed and grain shipping continued.

Cedar Rapids, Ia.—S. W. Wilder and Ray Murrel, grain brokers, and J. W. Coverdale, former head of the Farmers Marketing Co., Chicago, have organized a campaign among farmers in eastern Iowa for establishing a grain exchange and terminal. Stock is being sold to the farmers for \$100 per share, with \$200,000 as the goal.

Des Moines, Ia.—Melbourne McFarlin, prominent grain dealer of this city, is promulgating the project of a municipal terminal elvtr. for the city of Des Moines. He asserts that one of 1,000,000 bus. capacity could be constructed for \$1,000,000, and would, as shown by like action in other cities, result in increased industrial expansion.

Perry, Ia.—The Beach-Wickham Grain Co. of Chicago is closing its local office as, since opening the office at Boone several months ago, the territories have been found to overlap. All accounts are to be transferred to the Boone office, as well as the cash grain bookings handled by the Start-Johann Grain Co., which represented the Beach-Wickham firm.

KANSAS

Lorraine, Kan.—The death of Sam Goth, veteran grain dealer, has been reported.

Summerfield, Kan.—M. F. Flanagan is our new mgr. here.—Farmers Union Co-op. Ass'n.

Haworth, Kan.—J. A. Pugh is operating the elvtr. formerly owned by the Duff Grain Co.

Baileyville, Kan.—The elvtr. of E. N. Bailey, which has been shut down for several months, is again open for business.

Cunningham, Kan.—The Ratcliffe Elvtr., formerly managed by Frank F. Allbritten, has been taken over by him. The Allbritten Grain Co. is the name under which the business is now being operated.

Wetmore, Kan.—The C. N. Bunds Elvtr., now owned by Wm. Reckaway of Girard, Kan., has been leased to A. W. Dickson.

Oketo, Kan.—Wm. Barnes is the newly chosen mgr. of the Farmers Union Elvtr. Co., succeeding E. T. Smith, who resigned.

Chetopa, Kan.—The newly organized Chetopa Grain Co., composed of E. R. Russel, Jr., and John Schenk, has leased the Pratt elvtr.

Home City, Kan.—The safe in the elvtr. of the Farmers Co-op. Exchange was recently burglarized, an unknown sum of money being taken.

Corning, Kan.—The Corning elvtr. has been sold to Mr. Bennet, of Lenora, Kan., and will be run by Mr. Courter, of Wetmore. Mr. Funk left about Nov. 15.

Liberal, Kan.—The Vickers & Salley Grain & Seed Co. has succeeded the Vickers Grain & Seed Co. Mr. Salley was formerly connected with the Light Mfg. & Grain Co.

Holton, Kan.—The Brubaker elvtr., after being closed for two years, has been reopened. The Salina Produce Co. is operating the plant, with H. W. Kucker as mgr.

Caldwell, Kan.—The Damon Grain & Produce Co. recently completed an elvtr. replacing one destroyed by fire in April, 1925, which was previously owned by the Caldwell Mfg. Co.

Pratt, Kan.—The Pratt Mills have suspended operations for an indefinite period, due, it is said, to discrimination by the Interstate Commerce Commission against mills of central and northern Kansas.

Beattie, Kan.—M. F. Flanagan is not mgr. of the Beattie Farmers Union Co-op. Ass'n, but of the Summerfield Farmers Union of Summerfield, Kan.—William Winkler, of the Farmers Union Co-op. Ass'n.

Minneapolis, Kan.—My elvtr. did not burn, altho slight damage was done by fire on the roof, started by sparks from railway engine. Prompt action of the fire department prevented further damage.—John Hartley.

Plains, Kan.—D. K. Baty has purchased the grain business of O. T. Wilson, pres. of the Wilson Land & Grain Co., including the 120,000-bu. elvtr., one of the largest along the Rock Island west of Pratt. Mr. Baty will take possession Jan. 1, 1926.

Hayne, Kan.—The Vickers & Salley Grain & Seed Co., of Liberal, Kan., has purchased an elvtr. at Hayne which is in charge of E. B. White. The company plans to build a small plant at Milner as soon as permanent train service is assured at that point.

Emporia, Kan.—Soaden's Grove, one of the historic spots of the milling industry of the southwest, will become a public park if a \$22,000 bond issue is voted upon favorably by the citizens of Emporia. Since the death of J. R. Soaden, about a year ago, the Emporia Water Mills plant, which includes an elvtr., has not been operated.

Anthony, Kan.—C. W. Flood, who has been grain mgr. of the Kingman Mills, owned by the Kansas Flour Mills Co., which owns a number of mills in Kansas, including the Anthony Mills Co., is now making this his headquarters. The company has consolidated the Kingman and Anthony departments. Mr. Flood will be in charge of 18 storage elvtrs.

KENTUCKY

Mt. Sterling, Ky.—C. E. Palmeter has installed new grinding machinery.

Jackson, Ky.—The flour mill at South Jackson was recently destroyed by fire.

Clinton, Ky.—The Star Mfg. Co. is closing up its business and will dissolve.

Paris, Ky.—The plant of the Paris Mfg. Co., which was burned last June, is being rebuilt.

Bowling Green, Ky.—G. C. Meeks has purchased from L. A. Collins the Park City Mfg. Co. properties, which will be under the management of Hugh Poe. The project of increasing the capacity of the mill is being considered.

Butler, Ky.—No elvtrs. are in operation here at present. The one formerly operated by C. C. Hagemeyer is now used as storage room for feed, cement, etc., by Owen & Ducker. No grain to amount to anything is handled here any more.—X.

LOUISIANA

Shreveport, La.—Jesse H. Blaylock of Dallas, Tex., has been elected mgr. of the Shreveport Grain & Elvtr. Co. Before going to Dallas three years ago, Mr. Blaylock was for five years associated with the Marshall Mill & Elvtr. Co., Marshall, Tex.

MARYLAND

Keymar, Md.—We have taken over the elvtrs. at Keymar and Detour, with a total combined grain storage of 20,000 bus. and about 200 tons feed storage, and will operate under the firm name of Key Grain & Feed Co.—J. H. Allender, mgr. (This company was recently incorporated for \$50,000.)

BALTIMORE LETTER.

The condition of H. F. Mellier, of Hayward & Co., who has been taking treatment for an ailment of the stomach in a local hospital for some time, continues precarious.

At the regular monthly meeting of the board of directors of the Chamber of Commerce, the annual assessment on memberships for the ensuing year was fixed at \$30, which is the same rate heretofore in effect.

The executive com'te has been authorized by the board of directors of the Chamber of Commerce to purchase a limited number of outstanding certificates of membership of the chamber, which will probably thereafter be canceled.

Lewis J. Lederer, senior member of the flour and grain commission firm of Lederer Bros., founded in 1879, recently sustained a fracture of the skull when knocked down by an automobile and died without regaining consciousness, on Nov. 7. Mr. Lederer was 68 years old.

Thos. G. Hope, of Legg & Co.; Louis Slembecker, with Dennis & Co., Inc., grain forwarders, and W. G. Harvey, commission merchant, have recently been admitted to membership in the Chamber of Commerce, and Mason H. Kornmann, associated with Gill & Fisher, is an applicant for membership.

MICHIGAN

West Branch, Mich.—I am building a potato storage with a capacity of 20,000-bu.—Geo. J. Diebold.

Saginaw, Mich.—A local meeting of the Michigan Grain & Hay Dealers Ass'n is scheduled to be held here early in December.

MINNESOTA

Heckman (Marshall p. o.), Minn.—Mail addressed to M. W. Johnson has been returned.

Douglas, Minn.—The Independent Elvtr. Co. is installing a new feed mill. An addition to the elvtr. power is furnished by a 30 h. p. engine.—H. E. Braum.

Duluth, Minn.—Tony Tretten, who was for some time associated with the Poehler Co., has taken charge of W. S. Starkey's grain commission business while the latter is taking a vacation.

Sleepy Eye, Minn.—The Farmers Elvtr. Co. has let a contract for the construction of additional storage bins and the installation of additional cleaning equipment to the T. E. Ibberson Co. Work will be started at once.

Sauk Center, Minn.—The Kearns Elvtr. Co., which about four months ago took over the line of elvtrs. of the Erwin Elvtr. Co., has recently incorporated for \$50,000. The incorporators are J. L. Kearns, of Minneapolis, H. C. Wyman and A. R. Briggs.

Ihlen, Minn.—O. T. Johnson has been granted a new trial of the suit against him by the State Superintendent of Banks to recover on promissory notes for \$10,000 given by him to the E. L. Welch Co. solely as security and not for discount. Contrary to agreement, the Welch Co. discounted his notes with the insolvent State Bank of Shakopee.

MINNEAPOLIS LETTER.

John Kellogg, pres. of the Armour Grain Co. of Chicago, has become a member of the Chamber of Commerce.

Roy I. Campbell, who succeeded to the firm of Runkel & Radmun, Milwaukee, has made arrangements for representation at the Minneapolis market.

C. M. Bendixen, of Morgan, has been appointed state elvtr. inspector. He was one of the authors of the elvtr. inspection law, which he now is to enforce.

The reports concerning the purchase of the malt house of the Minneapolis Brewing Co. by the Fleischmann Malting Co. are denied. The only purchase made was that of the North Star Malting Co.'s plant, which is now called the North Star Elvtr. It is understood that the plant will be equipped with the most up-to-date machinery. The elvtrs. consist of 60 tile and steel tanks with a capacity of 750,000 bus.

Six steel tanks, each one 40 ft. in diameter and 50 ft. high with 50,000 bus. capacity, were moved a distance of one-fifth of a mile from temporary foundations on which they had rested for 20 years, onto concrete foundations, adjacent to a concrete workhouse on the same property. Tar paper spread on the sand fill underneath the tanks had kept the bottoms in a remarkable state of preservation. When an old wooden workhouse, from which these tanks were worked, burned, it did not seem feasible to Mr. Ivey, mgr. of the Twin City Trading Co., to build another workhouse to be used in connection with these tanks alone, so it was decided to move them over to a position where they could be worked from the new concrete house already completed and in operation. The completion of this undertaking involves an expenditure of about \$45,000.

MISSOURI

Bernie, Mo.—A grain elvtr. is being erected by the Dees-Garner Grain Co.

Malden, Mo.—The Planters Grain Co. has taken over the management of the Matthews & Stubblefield elvtr.

Bunceton, Mo.—Work is progressing on a new office building for the Farmers Elvtr. Co. It will be 20x40 ft., divided into two sections, one equipped for a general office and the other for additional storage room.—P.

Olean, Mo.—W. J. Hahn & Co.'s elvtr., with a carload of wheat and two carloads of flour and feed stored therein, was destroyed by fire Nov. 3. The loss to all parties amounts to about \$9,000, mostly covered by insurance.

Boonville, Mo.—Charles A. Sombart, prominent grain dealer and miller, died Nov. 18, at the age of 69. He was until several years ago, when he sold his interest in the plant, pres. of the Sombart Mill & Merc. Co., which is now known as the Boonville Mlg. Co.

Chillicothe, Mo.—The new elvtr. of the Scruby Bros. Grain & Implement Co. will very shortly be open for business. Much improved machinery has been installed to replace that destroyed by the fire of two months ago. The approximate cost of rebuilding is \$10,000.—P.

Anniston, Mo.—The Whitehead-Davis Grain Co. of Charleston has purchased the Anniston elvtr., formerly owned by the Mississippi County Elvtr. Co., but recently purchased from them at a trustees' sale by the Cheatham Cotton Co. of Memphis. The plant will be operated as a branch of the company's local property.

KANSAS CITY LETTER.

H. A. Morris has succeeded O. O. Homer as supt. of the Midland Mills Elvtr. at North Kansas City, operated by Midland Flour Mlg. Co. Mr. Homer is now located in Minneapolis.

Many changes in the rules of the Board of Trade will be voted upon Dec. 2. It is proposed to prohibit members from making sales of grain through a resident non-member broker and paying a brokerage therefor. It is proposed to increase same from 50 cents a car to \$1 and the brokerage charge on grain from \$1 to \$2 a car and on seeds from \$2 to \$3 a car. Where grain is shipped on consignment to Kansas City and is finally ordered to store and no advance in the form of a draft has been made but the commission house has paid initial expenses, the charge to be made is three-fourths the minimum commission, and this charge also shall be made where the car is diverted from the market to another point without a sale at Kansas City. A rule will provide that "plugging" shall be deemed evidence of fraud. Cars carrying smoke odor of burnt grain shall not be deemed merchantable.

The following com'te was named, Nov. 18, to nominate candidates for Board of Trade offices for 1926: B. L. Harris, chairman; F. C. Vincent, Allen Logan, L. S. Mohr, W. J. Mendenstick.

It is reported that the Kansas City plant of the Corn Products Refining Co. will be opened about Jan. 1, 1926, after being inactive since April 29, 1923. E. H. Reed of Parker & Graff, who has charge of the corn buying for the Corn Products plants, will soon return to Kansas City from Chicago.

ST. LOUIS LETTER

Vincent L. Jones, mgr. of a Farmers Elvtr. Co., suffered a paralytic stroke in a telephone booth of the Merchants Exchange.

Applications for transfer of memberships in the Exchange have been made by the following: C. F. G. Lange, L. A. Cooksey and F. A. Cline.

The following have been elected to membership in the Merchants Exchange: A. R. Benson, Lowell Hoyt & Co.; Stanley B. Christopher, B. C. Christopher & Co., Kansas City, Mo.; and Sydnor Hall, Marshall Hall Mlg. Co. Memberships transferred are those of John E. Hummel, B. C. Christopher and Peyton T. Carr, Jr.

The following names have been submitted to the board of directors of the Merchants Exchange for appointment on the Business Conduct Com'te: W. J. Niergarth and Roger P. Annan, to serve until Feb. 1, 1928; F. B. Chamberlain and B. H. Lang, to serve until Feb. 1, 1927. Woodson K. Woods, pres. of the Exchange, is an ex-officio member.

MONTANA

Nashua, Mont.—The Farmers Elvtr. Co.'s elvtr. has been repaired following a slight breakdown.

Livingston, Mont.—W. J. Knaull, formerly mgr. of the Park Mlg. Co., has been made grain buyer for Strauss & Co.

Merino, Mont.—The Rocky Mountain Elvtr. Co. is still operating here under that name, with Arthur Myllymaki as agent.—X.

Oka, Mont.—The elvtr. at Oka will be operated this season by the First Nat'l Bank of Judith Gap, Mont., if at all.—X.

Whitetail, Mont.—Have just completed a \$5,000 improvement on the house we own here.—L. J. Larson, Larson Bros. Elvtr. Co.

Buffalo, Mont.—Have closed elvtr. for this season because of the failure of crops in this vicinity.—A. Lewis, mgr., Equity Co-op. Ass'n.

Moore, Mont.—The Montana & Dakota Grain Co., successor to the Quinn-Shepherdson Co., has installed new automatic scales, and the Montana Elvtr. Co. has installed a new cleaner.—X.

Glentana, Mont.—The Northern Grain Co., with headquarters at Scobey, is erecting an elvtr. at Glentana. The company plans to build a plant at Opheim next summer and will then have houses at Scobey, Flaxville, Opheim, Glentana and Peerless, where its elvtr. has just been completed.

Peerless (Scobey p. o.), Mont.—Our new elvtr. at Peerless was opened for business Nov. 7, and the sidetrack was finished to the elvtr. Nov. 10. We expect to be shipping grain out there by Nov. 15, as by that time the track will be completed. Our buyer at Peerless is Thos. Lillethun. The Farmers Grain Co. is just starting to build its elvtr.; the contract was let Nov. 7.—Northern Grain Co.

NEBRASKA

Paul, Neb.—The Farmers Elvtr. Co. is installing an electric truck dump.

Lorton, Neb.—The Farmers Elvtr. Co. is installing an electric truck dump.

Lebanon, Neb.—Fred Redtfeldt has purchased the elvtr. formerly operated by the Duff Grain Co.

Winnetoon, Neb.—The elvtr. formerly operated by Schwartz & Van Camp was sold to Seth Jones and is being wrecked. The only elvtr. in here now is operated by Seth Jones.—X.

Pickrell, Neb.—Seymour Dix, whose elvtr. burned about three months ago, has gone to Tulsa, Okla., after disposing of the property, where he will engage in the grain and feed business.

Gretna, Neb.—The new agent for the Latta Grain Co. at Gretna is E. L. Siekkotter.—E. L. S.

Gretna, Neb.—We have recently installed a 10-ton truck scale.—A. L. Weeth, Gretna Roller Mills.

McCook, Neb.—The Scoular-Bishop Grain Co. of Kansas City is establishing an office at this station.

Johnson, Neb.—The Duff Grain Co.'s elvtr. has been closed since July 1, 1925.—Johnson Grain Co.

Memphis (Cuba p. o.), Neb.—A. L. Clouse has taken over the elvtr. formerly operated by the Duff Grain Co.

Danbury, Neb.—E. F. Irvin is the present owner of the elvtr. formerly operated by the Duff Grain Co.

Chalco, Neb.—F. G. Kellogg of South Omaha has purchased the elvtr. formerly the property of the Duff Grain Co.

Hildreth, Neb.—The elvtr. owned by the J. W. Andersen Grain Co. is not in operation at present.—Perry McCombes.

Union, Neb.—The Farmers Elvtr. Co. will close out its holdings and cease to function, by vote of the stockholders.

Lindsay, Neb.—The Nye-Schneider-Jenks Co. has taken over the elvtr. formerly owned by the Crowell Lbr. & Grain Co.

Alma, Neb.—The Alma Co-op. Equity Exchange is erecting a new grain elvtr. to replace the one recently destroyed by fire.

Colon, Neb.—We had a slight fire in the engine which destroyed belts and windows but nothing more.—Farmers Union Co-op. Ass'n.

Newman Grove, Neb.—The Crowell Lbr. & Grain Co. has bot the elvtr. of the Nye-Schneider-Jenks Co. It is to be closed as the company has another elvtr. at this station.

David City, Neb.—A corporation, of which Dennis Meehan is mgr. and treas., has been formed to take control of the Imperial Mills, Inc., which formerly belonged to the Van Wickle estate and was recently sold at a foreclosure sale.

Omaha, Neb.—At the first meeting of the new board of directors of the Exchange the following officers were elected: Frank C. Bell, pres.; Edward P. Peck, first v. p.; H. A. Butler, second v. p.; and W. J. Hynes, treas. Mr. Bell succeeds C. D. Sturdevant as pres.

Snyder, Neb.—The court directed a verdict favorable to the plaintiffs in the suit of Mary and Charles M. Schueth vs. the Farmers Union Mlg. & Grain Co. for collection of \$11,247.92, alleged due them as principal and interest on a certain promissory note given for an alleged \$10,000 loan, which was recently tried in district court at Fremont, Neb.

NEW ENGLAND

Boston, Mass.—James E. Southworth, member of the Grain & Flour Exchange, died Nov. 12, at Cambridge, aged 57. For a number of years he was associated with A. Fred Brown in the grain business, and later with D. K. Reed & Son. During the war he was in charge of the Boston office of the Wheat Exportation Co., and since then he had been a grain export broker.

Newport, N. H.—Sold grist mill and built storehouse of 5,000-bu. grain capacity, 7 cars grain, hay and feed.—L. W. Gile.

NEW YORK

New York, N. Y.—E. L. Kimball has severed his connection with the North American Grain Co.

Dalton, N. Y.—There are no grain elvtrs. here at present. Van Ostrand & Lake never rebuilt the one destroyed in 1923.—X.

Buffalo, N. Y.—Organization of the Lake Elvtrs. Corp., formation of which was recently reported, has been completed with a capitalization of \$100,000.

New York, N. Y.—Capel Tilt of the Tilt Grain Co. was elected to membership in the Produce Exchange, and Irving M. Horwitz of the Chesapeake Export Co., Inc., is an applicant for membership, to act as ass't to Ernest Reiner, resident mgr. John H. Zinner of the Grain Union, Inc., is also an applicant as an ass't to John Kemp, floor mgr.

NORTH DAKOTA

Sheyenne, N. D.—We are planning on building a new elvtr. in the spring. Plans not completed yet.—Sheyenne Elvtr. Co.

Fredonia, N. D.—General repairs were made on the elvtr. of H. H. Ost by the T. E. Ibberson Co. The Ost company succeeded the G. B. Elvtr. Co.

Omamee, N. D.—Robert Peterson is not the mgr. of this elvtr. at Omamee. Wm. Campbell is and has been for a year and a half.—Northland Elvtr. Co.

Watford City, N. D.—The report regarding the destruction of this elvtr. by fire is wrong; we are still doing business in the old stand.—Farmers Co-op. Elvtr. Co.

Tokio, N. D.—At least two of the three elvtr. companies, the St. Anthony & Dakota Elvtr. Co., the Farmers Co-op. Elvtr. Co., and the Farmers Grain Co., will install truck dumps next year.—C. D. Graves, agt., Farmers Grain Co.

Hamlet, N. D.—A new 25,000-bu. 12-bin elvtr. is just being completed for the International Elvtr. Co. at this place. It will have a 10-ton Fairbanks Scale with a Strong-Scott Dump and 10-h.p. engine. T. E. Ibberson Co. has the contract.

Tokio, N. D.—We have taken over the property of the Equity Co-op. Exchange.—Geo. J. Cooper, mgr., Farmers Co-op. Elvtr. Co. (This company was recently incorporated for \$10,000 by J. M. Anderson, Olaf Birkeland and B. A. Tomlinson.)

Wyndmere, N. D.—Jim Neff, employed at the elvtr. of the Farmers Elvtr. Co., was injured some time ago while repairing the scales under the dump, when the platform became released, coming down on him and breaking three ribs and his shoulder blade.

Knox, N. D.—The Knox Farmers Co-op. Elvtr. Co. and the Independent Grain Co. of Knox have recently installed Magic Grain Dumps in their respective plants, and the Knox Grain Co. has had its elvtr. painted.—W. W. Nelson, mgr., Knox Farmers Co-op. Elvtr. Co.

Fort Yates, N. D.—Erection of a boat grain elvtr. on the banks of the Missouri river is being considered. P. J. Jacobson, local banker, and I. P. Baker, proprietor of the Benton Packet Co., which operates a line of grain elvtrs. and also boats and barges on the Missouri river, are in favor of the establishment of a boat line to Fort Yates for the transportation of grain to Cannon Ball.

Hettinger, N. D.—The Hettinger Co-op. Equity Exchange, whose elvtr. was burned about three weeks ago, has awarded the contract to the T. E. Ibberson Co. for the erection of a 45,000-bu. elvtr., having a reinforced slab foundation, 23 bins, power to be furnished by individual units, using Fairbanks-Morse enclosed type motors—five in all—a 10-ton 16-ft. Howe Scale in the driveway, equipped with dump, and a 2,000-bu. Richardson Automatic Scale. The building will be ironclad, with large office 16x30, full basement and heating plant. A fireproof vault will be built into the office and a Simplex Cleaner will be installed on the work floor, also a flax cleaner. The work floor will be of the cross-work floor type. Work will be started at once.

Lansford, N. D.—The National Elvtr. Co. has had a Strong-Scott Dump installed by the T. E. Ibberson Co.—A. Melting, mgr.

Ross, N. D.—The Independent Grain Elvtr., owned by W. J. Hannah, was destroyed by fire which apparently started near the exhaust pipe on Nov. 7. Amount of insurance carried, \$9,500.

Omamee, N. D.—The International Elvtr. Co., a new firm here, bot the Imperial and the Lybeck elvtrs., wrecking the Imperial and shipping the material to Hamlet. The company repaired the Lybeck house, put in a 6-bu. Richardson Automatic Scale, a Strong-Scott Air Dump, repaired the annex and put everything in first class shape. T. E. Ibberson Co. wrecked the old elvtr.—T. J. Slotvig, International Elvtr. Co.

OHIO

West Liberty, O.—Yoder & Co. have succeeded Yoder & Daniels.

Adrian, O.—Another local meeting will be held at Adrian early in December.

Hicksville, O.—The Farmers Grain Co. has installed a large Sidney Sheller.

Genoa, O.—The Farmers Grain Co. has installed a new Sidney Sheller in its plant here.

Lima, O.—A meeting of the Co-op. Mgrs. Ass'n of Northwestern Ohio was held Nov. 2.

Sherwood, O.—The elvtr., formerly owned by Raymond P. Lipe, was sold at auction Nov. 17.

Tiffin, O.—F. C. Sparks is at present, and has been for some time, mgr. of the Farmers Exchange Elvtr. Co.

Carey, O.—The Carey Co-op. Elvtr. Co. has recently built a 6x34 ft. metal corn crib in addition to its plant.

Washington C. H., O.—The plant of the Fayette Grain Co. burned at 5 p. m. on Nov. 18. Loss is estimated at \$25,000.

Monroeville, O.—Philip Horn has bot the business of J. P. Eaton and will operate as the Monroeville Grain & Seed Co.

Lytle (Waynesville R. F. D.), O.—I am putting in truck dump and new corn sheller, also three new meters.—Everett Early.

London, O.—The plant of the Farmers Co-op. Exchange was sold at auction, Oct. 26, to Thos. Wood of the firm of F. J. Wood & Sons, for \$8,050.

Cincinnati, O.—Ellis T. Early, mgr. of the elvtr. and warehouse interests of the Early & Daniel Co., was married Nov. 5 to Miss Eleanor Rucker of Itta Bena, Miss.

Upper Sandusky, O.—A feed grinder, portable coal conveyor and a truck have been added to the equipment of the U. S. Commission Co., which operates two elvtrs. at this point.

New Carlisle, O.—W. T. Allen, of Dean, Ind., and W. N. Mantle, of Yellow Springs, have purchased the flour mill, operated as the White Dove Mill. It is the intention of the new owners to completely remodel the plant.

Lima, O.—C. E. Young, a former grain dealer of Ohio, died recently in Los Angeles, where he had moved in 1920. He was in the grain and hay business from 1884 to 1920, having started at Forest, O., and later operating elvtrs. at Delphos, Urbana and Lima.

Wooster, O.—The Wooster Mlg. & Grain Co. has filed an amended petition in common court in the Addie F. Rhoads case, making the suit read The Wooster Mlg. & Grain Co. vs. Addie F. Rhoads and A. G. Smith. The suit, in which Miss Rhoads was formerly the only defendant, asks judgment of \$10,767.54 with interest.

The State of Ohio has recently enacted a statute which provides that a negotiable warehouse receipt, when received in good faith and for a valuable consideration by one person from another, shall be good in the hands of the second person even though the first person obtained the receipt from the actual owner by theft or fraud.

Bryan, O.—H. C. Dachsteiner, who has been operating elvtrs. at West Unity, O., and Waldron, Mich., purchased the elvtr. formerly owned by Raymond P. Lipe Co. at public auction Nov. 16 for \$30,000. It is a large plant, entirely up to date and fully equipped. The Raymond P. Lipe Co. has taken over the C. A. King & Co. properties, with offices at Toledo. Mr. Dachsteiner will dispose of the stations previously operated by him and give his undivided attention to the Bryan elvtr. His son, Henry, will join him when he takes possession Jan. 1.

When Selling
CORN or OATS

Wire

SIMONDS-SHIELDS-LONSDALE

Grain Company

KANSAS CITY, MISSOURI

We are in the market every day

Operators of the Milwaukee and Rock Island
Elevators—total capacity 5,500,000 bushels.

Columbus, O.—With 20 grain dealers present a local organization was effected and started with a dinner here in the Southern hotel on Nov. 6. S. B. Swope, Canal Winchester, was elected pres.; William Leyshon, of Groveport, sec'y-treas. The meeting was so successful that it was decided to hold another some time during the first week in December, at Lancaster, the date to be decided later.

OKLAHOMA

Hooker, Okla.—J. R. Rich is operator of the elvtr., succeeding the Bidwell Grain Co.

Breckenridge, Okla.—W. A. Schultz has succeeded Chas. McFarland as mgr. of the Farmers Co-op. Grain & Supply Co.'s elvtr.—X.

Boise City, Okla.—A 12,000-bu. elvtr., costing \$8,000, has been erected for the L. H. Pettit Grain Co. of Hutchinson, Kan., of which S. L. Gamble, formerly of Elkhart, Kan., is a partner.

Verdigris, Okla.—There is no elvtr. at this station, the one owned by Chialburg Bros. having been burned about a year ago and never replaced. A. T. Chialburg, whose address is Claremore, Okla., is still buying here.—X.

Oklahoma City, Okla.—Sec'y Prouty of the Grain Dealers Ass'n of Oklahoma has been so encouraged by the splendid attendance of shippers at recent meetings of the organization that four more local meetings were held last week, one each evening, beginning at Hitchcock, Nov. 17; Dacoma, Nov. 18; Nash, Nov. 19, and Hunter on the 20th. Local meetings have done so much to improve conditions in other states the shippers of Oklahoma should avail themselves of this opportunity to iron out their differences and increase their efficiency by conferring with the brother dealers of their district.

OREGON

Portland, Ore.—C. M. Wendell, mgr. of Shull, Armstrong & Co., suffered a nervous breakdown on Nov. 11, and has been confined to bed since then.

PENNSYLVANIA

Mechanicsburg, Pa.—Milton C. Dietz, aged 61, died Nov. 2.

Freeland, Pa.—Jacob Fressner is planning the erection of a flour and feed mill.

Columbus, Pa.—F. D. Schrambling, who recently opened the Columbus Grain & Feed Co., will install an electrically operated grist mill later.

SOUTH DAKOTA

Crandon, S. D.—The elvtr. of Seiberz Bros. has been closed down.—G. G. Stahl.

Bruce, S. D.—The Farmers Co-op. Co. is replacing a 25 h. p. engine with electric power.

Crooks, S. D.—The Farmers Elvtr. Co. has made extensive repairs on its elvtr. the past month.

Badger, S. D.—The Farmers Elvtr. Co. has sold its Semi Diesel engine and is installing three electric motors.

Frankfort, S. D.—The feed mill of the Frankfort Mill & Elvtr. Co., which was in a separate building, was destroyed by fire.

Pierre, S. D.—At last the citizens of South Dakota seem to be awakening to the blighting effect of radical leaders and socialistic experiments and are proposing to have a convention here shortly to institute a real house-cleaning. The thinking citizens of the state have begun to recognize that something must be done to check the demagogue's legislation if capital, enterprise and industry are to be attracted to the state. Even some of the old and successful elevator operators have been sacrificing profitable property to get away from the blighting influence of socialistic legislation and regulation. While the grain trade has not suffered half as many failures as the bankers, still it has suffered unnecessarily as the result of socialistic experiments. Every grain dealer of the state will be cheered by the re-establishment of healthy business conditions. Sane leaders of public sentiment are receiving much encouragement from the active interest shown by industrial leaders from other states, so it is becoming the proper thing to take a whack at the socialistic leaders and their impractical schemes.—Parker.

Gorman, S. D.—A 22,000-bu. annex has been added to the elvtr. of the Atlas Elvtr. Co. T. E. Ibberson Co. had the contract.—J. R. McIlvoy.

Scotland, S. D.—The books of the Farmers Elvtr. Co. have been found by A. M. Boyer, accountant, to be \$2,700 short. A. E. Kludt, retiring mgr. of the elvtr., is said to have acknowledged the shortage.

SOUTHEAST

Wilson, N. C.—The Southern Grain & Provision Co. has increased its capital stock to \$50,000.

Montgomery, Ala.—The W. M. Cosby Flour & Grain Co. is a new firm handling flour, dairy and poultry feeds and grain.

Covington, Ga.—The mill and feed plant of Godfrey & Candler was burned Oct. 23, causing a loss of about \$8,500, partially insured.

Danville, Va.—It is reported that a contract for a 50,000-bu. grain elvtr., ironclad, to cost \$20,000, has been let by the Dan Valley Mills to H. A. Osborne & Son.

TENNESSEE

Memphis, Tenn.—The offices of the Cook Elvtr. Co. and T. P. Cook have been consolidated.

Chattanooga, Tenn.—J. Q. Thornton is the firm name under which Mr. Thornton is now operating, the change having been made from that of Thornton Brokerage Co. to avoid confusion.

Nashville, Tenn.—S. S. Kerr, who recently sold his business to the newly organized Moon-Bennett Grain Co., will trade in wheat exclusively, maintaining offices in the Chamber of Commerce Bldg.

TEXAS

Killeen, Tex.—The Wendland Grain Co. has succeeded the F. M. Duncan Grain Co.

Canyon, Tex.—A fire occurred in the elevating machinery of the plant of the McReynolds Grain Co.

Waco, Tex.—The Clement Grain Co. has opened a feed and seed store, to be in charge of W. C. Davis.

Corsicana, Tex.—A new firm, the Farmers Grain & Feed Co., is soon to be opened under the management of J. J. Sullivan.

Fort Worth, Tex.—The Farmers Grain Co. has recently been incorporated for \$5,000 by Leo Potishman, T. F. West and W. B. Osborne.

Lubbock, Tex.—The Western Grain & Feed Co. has been incorporated for \$25,000 by J. H. Slade, O. B. Slade and Clyde C. Whiteley.

Dallas, Tex.—The Pearlstone Mill & Elvtr. Co. is erecting a 300-bbl. corn mill. The Jones-Hettelsater Construction Co. has the contract for all the work and equipment.

Hurlwood, Tex.—A new town has been founded on the Doud line of the Santa Fe by the efforts of Claud Hurlbut and others, for which a grain elvtr. and other business organizations are under way.

Waco, Tex.—The Ruhmann Grain & Fuel Co. and the Seley-Cornforth Grain Co. will be merged about Dec. 1, and operate under the firm name of Ruhmann-Cornforth Grain Co., with Fred R. Cornforth as pres. A new elvtr. is to be constructed at once.

Amarillo, Tex.—The Roberts Grain & Seed Co., a new firm owned by R. L. Roberts and M. C. Roberts, has organized to conduct a general grain and seed business. M. C. Roberts, who will be in charge of the wholesale end of the business, has just resigned as mgr. of that division of the Kenyon Grain & Seed Co.

UTAH

Corinne, Utah.—The one elvtr. here, formerly the property of the Corinne Mill & Elvtr. Co., is owned by W. F. Hanse, who was pres. of that company, but has not been operated for about 18 mos.—X.

WASHINGTON

Spokane, Wash.—The Central Hay & Grain Co. suffered \$17,000 loss by fire.

Kirkland, Wash.—The mill of the Quality Feed Mills was burned Nov. 3. The grain and hay warehouse, being detached, was saved.

Spokane, Wash.—At a meeting of representatives of the farmer's union of Washington, Idaho and Oregon, held here last week, a resolution to revive the old Tri-State Terminal Co. was indorsed. This was a grain marketing company controlled by farmers of the three northwestern states operative before the organization of the Northwest Wheat Growers Ass'n. Meetings will be held thruout the territory to determine the sentiment of the wheat growers.

Seattle, Wash.—The Great Northern Elvtr. and pier at Smith Cove, Seattle, were completely destroyed by fire, discovered about 4 a. m., Nov. 6. The screening department of the Centennial Mill Co., containing 1,500 tons screenings, and 4 box cars full at the plant's siding, together with the warehouses and offices of the Northwest Magnesite Co., which were on the pier, were burned to the water. The total damage to all plants involved is estimated at approximately \$1,000,000. The fire started in the elvtr., which has not been used for grain storage for some years.

WISCONSIN

Elk Mound, Wis.—A warehouse of the Elk Mound Elvtr. Co. was burned Nov. 8.

Adell, Wis.—Noah Saemann, pres. of the Saemann-Schilling Co., died at the age of 63 years.

Halcombe, Wis.—Charles W. Dodge & Son are installing a feed mill in connection with their store.

Appleton, Wis.—The E. Lietzen Grain Co. has installed machinery for the manufacture of dairy feed.

Milwaukee, Wis.—Among the new members of the Chamber of Commerce is A. L. Goetzmann of Minneapolis.

Grand Marsh, Wis.—The Grand Marsh Lbr. Co.'s elvtr. has been closed and no one has succeeded to the business.—X.

Milwaukee, Wis.—Roy I. Campbell, who succeeded to the firm of Runkel & Dadmun, has made arrangements for representation at the Minneapolis market.

[Continued on following page.]

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.25; cloth, \$1.75.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 3¼x6 inches. cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. 145 pages 4½x5½ ins. Cloth bound. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8½ ins. 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Hedging as Insurance

By Edward Jerome Dies in "The Pit"

This has been called the age of insurance. One may insure against virtually every known risk. The carnival man insures against rain. The farmer against droughts or hail or tornado. The steamboat company against disaster at sea, and the star dancing girl against injury to her legs. A merchant who fails to insure his wares against fire is deemed stupid and incompetent.

Hedging is simply another form of insurance. It is a commercial price insurance which protects the owner of grain against price fluctuations. It makes dealing in actual grain a safe business.

In sustaining the legitimacy of futures contracts on the Chicago Board of Trade the United States Supreme Court called hedging "a means by which collectors and exporters of grain or other products and manufacturers who make contracts in advance for the sale of their goods, secure themselves against the fluctuations of the market by counter contracts for the purchase or sale . . . of an equal quantity of the product."

Cost of the futures market with its hedging facilities is very low as compared with premiums on other forms of insurance. It has been figured that maintenance of the futures market exacts a toll of about two-fifths of a cent a bushel on the whole crop. Without this insurance the producer would receive less for his grain and the consumer would pay more. In markets having no hedging facilities the additional toll has been placed at approximately ten cents a bushel.

Therefore, it may be readily seen why even the most aggressive critics of the grain futures exchange become alarmed over any move to interfere with the hedging market. Its economic value is recognized by all.

Hedgers in the futures market may be divided roughly into two classes. There are those who sell futures against grain they own. And there are those who buy futures against sales of actual grain or flour.

Those selling futures in the pit as a hedge against grain they own include line elevators, which are companies having a line of elevators at country railway stations; country shippers, which are called independent elevator companies and farmers elevator companies; big farmers and terminal elevator companies at the market centers.

Those who buy futures as a hedge against sales of grain and flour are millers, local elevator shippers at every market center, grain commission houses and exporters at the seaboard.

Here it should be pointed out that the daily transaction of these buyers and sellers in the hedging markets do not by any means balance. Such a condition is impossible. The balance, as mentioned elsewhere, is maintained by the speculative division of the market. Without speculation the hedging market would be narrow, there would be crazy price gyrations and the whole purpose of the market would be defeated.

Hedging begins in June or July in the winter wheat markets and early in August or September in the spring wheat centers. During the next four months it is heaviest because of the movement of the wheat and oats crops. New corn crop hedging does not begin on a large scale until December.

When the crop is moving freely a line elevator company, with perhaps fifty houses in the country, may buy a thousand bushels of wheat a day at each station. It is the business of such companies to buy grain on a reasonable margin and to sell it again as quickly as possible. These companies do not care to speculate. They know that it would be speculation to own the wheat a single day without hedging, for the price very likely would be higher or lower at the end of the next twenty-four hours.

So as the actual wheat is accumulated by one of these companies, sales of an equal amount are made in the wheat pit as a hedge. If the company buys fifty thousand bushels of wheat in one day it will sell in the wheat pit a contract to deliver fifty thousand bushels of wheat during a certain future month. As the company disposes of the actual wheat, it buys back in the wheat pit the same volume which it had sold for future delivery.

Thus it is protected against price fluctuations while holding the physical wheat. For should the price of wheat go down, an offsetting profit is made on the futures contract. Should the price go up and involve a loss on the futures contract, it is offset by the rise in value of the actual grain. Thereby the company makes precisely what it set out to make, which is a fair merchandising profit.

A country elevator will hedge its holdings in like manner. If it places five thousand

bushels of wheat in its elevator, it will wire its representative at the future market to sell a like amount for delivery at some future date. The company still owns the wheat in its house. But it has made a contract to deliver a like amount during a certain month, the actual day of the month being optional with the seller.

Therefore, the country elevator is disinterested in price fluctuations. The hedge will protect whether the price rises or falls. The elevator company's profit is in the difference between the price paid for the wheat in the country and the price at which the future was sold, less freight and other charges.

Terminal elevator companies buy the day-to-day surplus at the markets and carry it until decreasing supplies late in the winter and in the spring bring forth a demand. They are located at the market centers. At most markets they buy their grain at the exchanges instead of in the country as in the case of the line elevators and farmers elevator companies.

Five million bushels of wheat carried by a terminal elevator company would be an enormous risk without the protection of hedging. So as rapidly as the wheat is accumulated the company hedges by selling an equal amount of futures in the wheat pit.

Hedging has a vitally important bearing upon the crop movement. For instance, banks loan money readily on grain in store. They loan almost up to its market value if the grain is hedged. Should elevator companies fail to hedge their grain the banks would look upon them as speculators with dangerous risks. Under present conditions terminal elevator companies, carrying millions of bushels of grain, are enormous borrowers of money. Nor do they have any difficulty in obtaining these funds when their grain holdings are insured in the hedging market.

Millers are by far the largest class among those who buy futures as hedges against grain and flour. It has been estimated that the hedges of millers in various markets equal as much as 400,000,000 bus. of wheat annually. This incidentally helps to account for the very large volume of futures as compared with the nation's annual crop.

Millers may sell by early autumn all the flour they can make by the first of the year. As they contract to sell the flour they make purchases of wheat in the futures market. It would be impossible for them to buy an equivalent amount of actual wheat of the new crop when they are contracting ahead for sale of flour. The new crop wheat would not as yet be available. Even if it were mills could not buy it unless they owned most of the line and terminal elevators, for the problem of financing and storing would be too great.

A mill may have in July an order for ten thousand barrels of flour to be shipped in September. The price of the flour cannot be based upon the prevailing price of cash wheat. It must be based upon the probable price of wheat in September. And the only place in which that price is determined is the futures markets.

When it has contracted to deliver the flour in September, the mill at once buys an equivalent amount of wheat in the futures market for September delivery. Then the mill is hedged and unconcerned with price fluctuations, for like the elevator man who is hedged, a loss on the futures contract will be offset by a profit on the actual wheat, and vice versa.

As soon as the mill buys its actual wheat with which to fill its flour contract, it closes out the hedge in the futures market. In the meantime the element of speculation has been eliminated.

Millers of the United States grind approximately 600,000,000 bus. of wheat annually, being the ultimate buyer of 80 per cent of the American farmer's wheat. They contend elimination of price interest with such a large buying element is most desirable, and that such a large purchasing power should be utilized to stabilize wheat prices. The miller should receive his return from the manufacture and distribution of wheat products and not from the purchase and sale of the raw material. Hedging makes that possible.

There are a number of reasons why a miller must buy wheat in excess of flour sales or conversely. One of the largest millers in the world explained some of these reasons to Congress by pointing out that production of wheat is seasonal, flour demand is periodic, and the periods of heaviest wheat offerings and heaviest flour demand do not necessarily occur at the same time.

"The areas of greatest consumption both domestic and export are east of the large fields of wheat production," he said. "Seventy per cent of all the flour produced in the United States is in direct proximity to the fields of wheat production. The movement of grain and grain products is from west to east.

"Wheat must be bought by the miller when

it is offered, otherwise it flows by the mill door and passes to export. The miller must, regardless of immediate flour sales, maintain at or back of milling centers sufficient supplies to meet future flour demand. He must sell flour when the demand exists regardless of his ability to buy immediate wheat supplies.

"He must maintain a flow of wheat to the mill to insure operation and a flow of flour to the consuming point to meet occurring demand. Otherwise continuity of operations would be impossible and inadequate flour supplies would result from time to time.

"How can the miller buy wheat in excess of his flour sales or sell flour in excess of immediate wheat supplies without interfering with the free reflection of actual values?

"We maintain that the miller who utilizes the present marketing facilities and sells a future wheat contract against flour sales, is not interested in the price levels except that they should so far as possible be the same in both cases. It matters little if he contracts at \$1, \$2 or \$3 a bushel, provided his sales of wheat or flour reflects similar prices.

"It is clear, therefore, that he is not interested in enhancing or depressing prices and that the volume of transactions flow through the markets at current prices without interference. His operations are reduced so far as possible to actual manufacturing only.

"On the other hand, it is apparent that the miller who does not use the contract facilities and whose position is therefore directly affected by the rise or fall of prices, must necessarily possess a very decided price interest. The volume of his transactions must necessarily become a factor and an important one in influencing price as his position demands that he should buy at the lowest and sell at the highest levels.

Hedging Cuts Down Handling Costs.—"Under our present system, in futures contracts, the margin as between producer and consumer is not only extremely narrow, but lower than in any other country. This is due largely to the features of safety embodied in the present grain machinery and extended to those who undertake the marketing of our great wheat crop. These features operating successfully over a considerable period of time have inspired financial confidence to an extent that makes the advances necessary to move and market the crop readily available."

Exporters of grain utilize the futures market for hedging purposes to a very large extent. The exporter will contract to sell grain abroad before he has purchased the actual grain in this country. But when he enters into the foreign contract he will buy in the futures market an amount equal to his sale abroad. The price will enable him to deliver the physical grain abroad at a profit. In the meantime he need not fear a rising market, for he is safely hedged. His transaction becomes a plain business deal and not a speculation.

There can be no doubt that without the speculative market with its hedging facilities the grain business would eventually become concentrated in the hands of a small but powerful group. Large capital would be necessary. Small dealers and the present highly developed competition would be eliminated.

It is a grotesque error to assume that the speculative wheat market with its hedging facilities is not a benefit to the farmer as well as to the man in the street.—Copyright, Argyle Press.

Grain Trade News.

[Continued from preceding page.]

Milwaukee, Wis.—P. H. Brannon, of New Hampton, Ia., has accepted a position as traveling representative of Hensley & Owen.

Milwaukee, Wis.—Mrs. Anna Kamm, 62, wife of Philip C. Kamm, pres. of the P. C. Kamm Co., died suddenly of heart disease on Oct. 31.

Milwaukee, Wis.—The November rate of interest on advances has been fixed by the Finance Com'te of the Chamber of Commerce at 6%, which rate has prevailed for several months.

Milwaukee, Wis.—Bert Buerger has severed his connections with the Buerger Commission Co. and is now affiliated with the Owen & Brother Co., of which firm he has become a partner. This concern has been in the grain commission business for the last thirty-five years. Mr. Buerger started in the grain business with his father, John Buerger, as J. Buerger & Co., thirty-five years ago. Later he organized the Buerger Commission Co., of which he was pres. The many friends of Mr. Buerger wish him unbounded success in his new connection.

WYOMING

Egbert, Wyo.—C. R. Buschow operates the only elvtr. here under his own name.—X.

Deaver, Wyo.—The elvtr. which is at present the property of the Bank of Deaver, but was formerly owned by the Wyoming Mfg. & Elvtr. Co., is not now in operation.—X.

Supply Trade

The value of good advertising cannot be measured on a cash register.

Washington, D. C.—The Supreme Court has held invalid the Callahan patent, which is a widely used process of elevating wet cement or concrete thru a tower in building construction.

Montreal, Que.—The Asbestos Corp. of Canada recently made public the terms of the proposed merger of seven companies. The companies are: Asbestos Corp. of Canada, Consolidated Asbestos, Federal Asbestos, Thetford Vimy, Maple Leaf Asbestos Corp. and the Black Lake Asbestos & Chrome Co.

Jay Bee hammer type feed grinders equipped with Fairbanks-Morse ball bearing motors have recently been installed in the following Michigan plants: Michigan Bean Co., Fenton; Pigeon Farmers Co-op, Elvtr. Co., Pigeon; Cass City Grain Co., Deford; Gustav Knodle, Bridgeport; A. W. Miller, Richmond; Auburn Elvtr. Co., Auburn; G. W. Young Co., Owosso; Marlette Farmers Elvtr. Co., Marlette, and W. R. Newman, Brown City.

Sidney, O.—Sidney grain machinery has recently been installed in the following elevators: Everett Early, Lytle, O.; Farmers Grain Co., Antwerp, O.; The Kirkwood Grain Co., Kirkwood, O.; J. B. Studebaker, New Carlisle, O.; Farmers Elevator, Jewell, O.; Dwight Downing, Bellefontaine, O.; Sheets Grain Co., Botkins, O.; J. L. Snapp & Son, St. Marys, O.; Arcadia Grain Co., Arcadia, O.; E. B. Robinson, Kennard, O.; Crowell Grain Co., Columbia City, Ind.; Kraus & Apfelbaum, Auburn, Ind.; Wolff & Schafer, Lakeville, Ind.

Newark, N. J.—It is apparent to those men who are responsible for the dividend paying operation of grain elevators that future profits must, to a very large degree, be obtained from the economies brought about by increasing the efficiency of their grain handling equipment. Because of the increasing demands that are continually being made of belt conveyor systems, improved features of belt conveyor design have been and will continue to be made. Selection of conveying equipment should be made on the basis of a complete analysis, the foundation of which should be the cost per bushel of grain handled. The pages of bulletin No. 1015 just issued by the Hyatt Roller Bearing Co. refer to the part Hyatt Roller Bearings have played and will play, when properly selected and assembled, in reducing to a minimum the operating expenses of a grain conveying system. A copy of this bulletin will be sent Journal readers who write the company requesting it.

Steeleville, Ill.—A solid train-load of 46 cars of flour was dispatched for southern destinations by the Gilster Milling Co. here on Nov. 17. It was the culmination of the efforts of a 10-day sales campaign. The millers, like the grain dealers, seem to be overly anxious to get volume regardless of the margin.

Output of 1,011 United States flour mills during September, as reported to the Dept. of Commerce, was 827,075,981 lbs. of feed and 9,873,725 bbls. of flour. Operation is running a little lighter than a year ago. In August 41,423,361 bus. wheat was ground by the same 941 mills that ground 44,204,305 bus. in August, 1924. In September these 1,011 mills used 227.4 lbs. of wheat to make a barrel of flour.

How a Diesel Engine Operates.

No one desiring to understand the workings of a Diesel Engine should fail to read the most instructive bulletin just issued by Fairbanks, Morse & Co. This bulletin, in all of its thirty-two pages, is of considerable educational value as it analyzes the various factors which influence the design of Diesel engines. These factors are then interpreted in terms of what they mean to the Diesel Engine user in over-all operating economy, simplicity in operation, low upkeep expense, long life, and dependability.

Another phase of the Diesel Engine design which is covered is the subject of airless and air injection of the fuel. The two stage scheme of combustion which is used in all Fairbanks-Morse Diesels is also discussed. The factors which influence the horsepower rating of a Diesel Engine are covered in a chapter on "Dissipation of Heat."

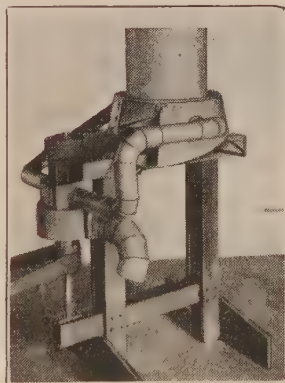
This bulletin is somewhat of a departure from the usual type of sales literature in that it treats a highly technical subject in a comprehensive way and yet so that it can be understood by one who has not had an opportunity to make a detailed study of Diesel Engines.

The bulletin is of more than ordinary interest to anyone who is considering Diesel Engine power and will be sent without charge to readers of the Grain Dealers Journal on request to the company at its Chicago office.

Huller and Scarifier for Seeds.

A machine for hulling clover seed that depends on the rubbing action to avoid cutting the seed has been perfected in the form of two bowls, one having a concave and the other a convex surface, both surfaces rough in parts. The lower bowl is revolved at the proper speed while the covering bowl remains stationary.

As the seed is fed thru the center of the cover the seed moves spirally to the outside under centrifugal force into the metal housing and thus is subjected to a long stretch of rub-



Seed Huller and Scarifier.

bing, which normally releases all the seed with once thru, without cutting the seed, the rough surfaces of the bowl being interlaced with relief strips to avoid cutting the seed.

The space between the bowls is adjustable, but does not require an experienced seedsman to operate. When used as a scarifier it shows a higher percentage of germination and lower content of hard seed.

The builders of this machine, known as the "Expert" and shown in the engraving herewith, have embodied such improvements as ball-bearings, all metal wearing parts and a suction fan to remove the objectionable dust, advantages that will be appreciated by the operator. Additional information will be given readers of the Journal on application to the manufacturer, the Cleland Mfg. Co.

Stop Loss Orders

The Stop Loss is often used by some traders in grain futures—others have no use for it. In our opinion it has its good and bad points, but we do know it sometimes prevents serious losses and cinches profits.

There's really no rule to follow when investing in futures or selling them short, nor does it always pay to follow the other fellow's advice, although it's nice to have some one else figure out the future, especially if he gets it right. Trade on your own judgment and remember the old saying "No one ever went broke taking a profit."—J. F. Zahm & Co.

At the annual conference, Nov. 10 and 11, of the Farmers Nat'l Grain Dealers Ass'n, at Kansas City, Mo., J. W. Brown of Larned, Kan., was elected pres.; J. G. Merritt, Glidden, Ia., v. p.; and J. W. Shorthill, Omaha, Neb., sec'y.

Portland, Ore.—Trading on the Portland Merchants Exchange was most active on Nov. 2 since many months. A total of 30,000 bus. of wheat changed hands at the noon session, representing 5,000 bus. hard winter wheat, November delivery at \$1.48 per bu.; 5,000 bus. hard winter for December, \$1.48; 5,000 bus. western white, December, \$1.49; 5,000 bus. western white, December, \$1.50; 10,000 bus. soft white, December, \$1.50.

Taking the crop census while on the wing is the latest to be evolved from the fertile brain of the agricultural and army air branches of the Federal Government. Photographs will be taken in conjunction with the velocity and altitude of the airplane and in that way the acreage determined. The condition of the crop, however, can hardly be accurately determined at an altitude of 5,000 ft., more or less. It would seem that the stand will still have to be observed from the ground.

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Who Must Pay Income Taxes?

Never before has the income tax assumed such outstanding importance. New decisions, revised interpretations, changes of one sort or another, are being made almost daily—all directly affecting the taxpayer's account with the government. Yet how many persons really know how correctly to prepare their income tax returns?

Believing that our readers will enthusiastically welcome any assistance along these lines, particularly at this time, with the close of the year approaching, arrangements have been made for a new feature—an income tax department—that will deal with this question in a simple, practical manner.

In this connection we pride ourselves in having been able to obtain the services of Mr. M. L. Seidman, C. P. A., to conduct the department. Mr. Seidman is a well known tax expert and has been a close student of taxation in its various phases. He is a member of the firm of Seidman & Seidman, Certified Public Accountants, a nationally known tax and accounting organization. He is on the tax committee of the New York Board of Trade and Transportation, and recently appeared on its behalf before the House Ways and Means Committee.

It is true that the income tax is technical and complex. It has to be, if it is going to mete out justice to millions of taxpayers engaged in all walks of life. Furthermore, the law itself cannot anticipate every possible question, and so one must expect to find literally thousands of rulings and decisions engrafted upon it.

However, the income tax is scientific in construction. It has a number of clean-cut, well defined principles behind it, which, when understood, help clear the entire atmosphere. It is to explain these principles in simple, every-day language, that this series of articles will be conducted. It will, of course, be impossible to cover the particular problems confronting each reader. To take care of that situation, a question and answer feature will be maintained, where readers' individual questions will be directly answered.

Who Are Subject to Tax: In attempting to explain a subject like the income tax, it has always seemed to me that the first thing to outline is the class of persons to whom the tax applies, that is, who is liable or subject to the tax (whenever the word "person" is used, in a discussion of the income tax, it refers to both the individual, corporation or trust).

In the first place, there is the citizen of the United States. Generally speaking, a citizen is an individual born or naturalized in the United States. Every citizen is liable to the tax on his *entire* income. It makes no difference where he lives. It makes no difference where the income is earned. He may be in China, and make all his money there. He is still subject to the United States income tax on all of his income.

In other words, a United States citizen is subject to tax on income derived from all sources. An alien is subject to tax on income derived from all sources, if he lives in the United States, and on income derived from sources within the United States, if he does not live here.

For the purpose of taxing income the law divides corporations into two classes—the domestic and the foreign corporation. A domestic corporation is one organized in the United States. A foreign corporation is one not organized in the United States, even tho transacting all of its business here. The liability of a corporation to the income tax is governed by almost the same rules as those for individuals. A domestic corporation is subject to a tax on all income from all sources, be it in the United States or outside of the United States. A foreign corporation is subject to tax only on income derived from sources within the United States.

Partnerships as such are not subject to tax. The law looks upon a partnership as being merely a group of two or more individuals, and it is on the individual that the liability for the tax is placed.

Trusts and estates, on the other hand, are regarded more like corporations, and are liable to tax. The same distinction is made with respect to domestic and foreign estates as with the domestic and foreign corporations.

Accordingly, the rules with respect to persons liable to tax might be summarized as follows: United States citizens, resident aliens, domestic corporations and domestic estates and trusts are subject to tax on their entire incomes, from whatever source derived. Non-resident aliens, foreign corporations, and foreign trusts and estates are taxable on the income derived from sources within the United States.

Knowing who is liable to the tax, we then come to the question as to whether all persons must file returns under all conditions. That subject will be covered in the next article.

In the meantime, if you have any questions on the matter, or any other phase of the income tax, do not hesitate to submit them.

Chicago, Ill.—An order issued by State Director Stannard, of the Department of Agriculture, forbids importation of corn from the states and from Ontario, where the corn borer has been found. This effectively bars Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, Pennsylvania, Ohio, Michigan and Ontario from exhibiting corn at the International Hay & Grain Show to be held in the Union Stock Yards here Nov. 28 to Dec. 5.

Many Fires Due to Stoves.

The Western manager of the Grain Dealers Fire Ins. Co. has requested the co-operation of all Colorado policyholders in preventing repetition of the stove fires which have occurred in that state during the past 12 months.

Three of the four elevator fires in Colorado were due to stoves. One of them occurred the last of December when it was extremely cold. There were some canned goods stored in the office, and to prevent freezing it was very evident that a heavy fire was built up on a Saturday night, and instead of preventing the freezing of the groceries the plant was totally destroyed. Another was burned by men carelessly throwing some sacks too close to a stove. The third one occurred very recently. The manager had built a fire in the stove, was called from the office for a few minutes—something happened for on his return the office was in flames and a total loss resulted.

The safe way to install a stove is fully described in specifications issued by the Mutual Fire Prevention Bureau, and will be gladly supplied to any grain dealer. The same circular gives instructions for constructing chimneys, and repair of old chimneys. The requirements as to stoves are as follows:

Floors under stoves shall be protected with sheet metal or concrete base which shall extend 3 feet in front of, and 2 feet each side of, the stove. If the stove does not have legs, that is if it rests flat on the base with no air space, the metal or concrete base shall have an air space between it and the floor.

A stove shall not be closer to a wall than 24 inches even though the wall be properly protected.

If the wall clearance from a small stove is less than 36 inches, the wall shall be protected by sheet metal and asbestos board, with an air space between the metal and the wall.

If the wall clearance from a large stove is less than 48 inches the wall shall be protected in like manner.

Where the ceiling clearance is less than 14 inches from the stove pipe, or less than 24 inches from the top of the stove itself, similar protection will be necessary on the ceiling.

Where the pipe enters the chimney it must fit snugly into a metal collar. We do not recommend the passage of the pipe through combustible partitions or ceilings but where such practice cannot be avoided 3 inch air space thimbles will be required.

Elevator Observations

BY TRAVELER

Well-kept machinery reduces repair bills. A drop of oil at the right time may prevent an overheated bearing and possible fire. At the same time it makes the machinery give longer efficient service without disastrous bills for new parts and expensive shut-downs during a busy season.

* * * * *

Broken windows in the cupola of an elevator are often neglected because of the difficulty of reaching them. Thus they add to the fire hazards. Elevators are always close to the main track and glowing cinders blown from the stacks of passing locomotives can easily enter. If cupola windows were made more accessible the fire hazard from this source could be more easily corrected. However, it would be still better to protect the entire window with heavy wire screen of large mesh, then the windows can be left open without increasing the fire hazard.

* * * * *

Tile elevators deteriorate more rapidly than those of wood, concrete, brick or all steel construction. Frequently they will be found with bits, sometimes quite large, broken out here and there. If not repaired and reinforced such spots offer immense possibilities of deteriorating further and finally giving away altogether, like the tiny hole in a dike that finally causes a flood. An unusual flood of grain in a damaged tile bin can easily work considerable havoc.

* * * * *

The elevator man is certainly doing himself an injustice in failing to keep water barrels filled with water for use in fighting fire. A machinery salesman who has recently visited a number of elevators in the corn belt reports considerable carelessness in this respect. One elevator man said his barrels froze and burst during the cold weather and hadn't been replaced. Another said that the buckets had been used to fill an automobile radiator and hadn't been returned. Of course this will not matter until after the elevator unexpectedly gets afire and then the folly will be impressed upon the empty handed fire fighters. Steel barrels filled with calcium chloride solution are best. The barrels will not leak and the solution will not freeze, so the fire fighting fluid is always ready. Round bottom buckets submerged in the solution are not loaned.

* * * * *

Illustrated herewith is one of the new elevators put up by a farmers company in Ohio. The work of the house needs no further eluci-



An Ohio Elevator with Ruffled Skin.

dation. Certainly it comes a long way from being the kind of a house the modern elevator should be. The iron siding is full of wrinkles and has pulled loose because builders neglected to allow for settlement of building.

It is a 13,000-bu. structure, built to replace one that burned in 1923. Building was completed last July so grain could be received but more work is continually being done. Fire insurance companies call it a high risk.

Its contents consist of 2 legs and 1 loading spout, 8 bins, a sheller and a cleaner. Power is transmitted thru a belt from a 12 h.p. motor.

Consistent with the kind of work done on the building, the company that owns it is continually changing managers. The experienced builder who specializes in grain elevators not only arranges the house for convenient operation, but attains a maximum storage and handling capacity with a minimum expenditure for power and labor. The employment of a competent builder invariably saves more than his hire in the initial cost and many times more in the cost of upkeep and operation.

Orleans Farmers Elevator.

On the Wabash Railway and the hard road at Orleans, Ill., between Springfield and Jacksonville, Ill., stands the 25,000-bu. concrete elevator of the Orleans Farmers Grain Co. It has been managed for some years by W. A. Kinnett.

As the illustration shows the house is all concrete, even to the cob-burner and the engine house. The only wood used is in the two elevator legs. The building is 75 ft. high. It has a concrete pit, and a full basement divided into 3 rooms for miscellaneous storage. All walls were formed by pouring concrete into fixed forms.

Of the 9 concrete bins, 4 have capacity for 3,500 bus. each; 3 for 2,500 bus. each; 1 for 2,000 bus. and 1 for 300 bus., the last named being used for chicken feed only.

A Western Gyrating Cleaner, able to handle 10,000 bus. a day, is located in the cupola where a 6-bu. Richardson automatic hopper scale weighs grain shipped.

Two dumps drop ear corn, and shelled corn and small grains into separate pits. Here a sheller shells the ear corn.

An International twin 40 h.p. gasoline engine is housed separately in an engine house and is connected with the elevator by a 20-ft. drive shaft. The elevator legs are driven by a double transmission rope. Gasoline is drawn direct from a large supply tank buried underground away from the buildings.



Elevator of Orleans Farmers Grain Co., Orleans, Ill.

The Proper Use of Moisture Testers.

[From an Address by Harry R. Clark, Chief Grain Inspector of the Omaha Grain Exchange.]

Is your moisture tester in condition to give accurate results?

Things you should know about a moisture tester.

How to test sample of corn: Use 150 cubic centimeters of oil and 100 grams of corn. When the temperature reaches 190 degrees, shut off heating unit. Allow temperature to recede to 160 degrees and then read percentage of moisture in graduated cylinder. The reading is taken beneath the layer of oil on top of water.

Special points which are absolutely essential in making correct tests:

See that column of mercury in the thermometer is continuous; if broken, it should be shaken down.

Adjust the thermometer so that four-fifths of the mercury bulb is submerged in the grain

and oil after the grain has been placed in the flask.

Do not use mushy rubber stoppers as they absorb some of the moisture that should pass into the graduates. Do not use rubber stoppers which are hard, brittle or cracked, as they as a rule do not fit and allow moisture to escape.

Do not use oil directly from the previous tests. Empty used flasks into a storage can and never directly into the oil measuring device.

Keep cold water in your condensing tank. The heating apparatus should be so adjusted that the required temperature is reached in 20 minutes.

Moisture tester should be installed in a place where it will not be exposed to strong air currents.

A moisture test which is not made in accordance with instructions is practically worthless.

Use Atlantic Read Oil in making tests. This oil can be obtained from any Standard Oil filling station.

Look Out For Heavy Losses Handling New Crop Grain

Mr. V. B. Henson, Lake Park, Ia., writes:

"No grain man can buy corn and be fair to himself and his trade without using a moisture tester, it makes no difference how good a judge of grain he may be, I doubt very much if any man can tell the moisture content of corn especially when it is frozen.

If the moisture tester was not used the buyer would just guess as to the amount of moisture corn contained, if corn was of good quality and had snow on it it might appear to the buyer that it was much wetter than a poor quality grain while the fact might be the corn with the snow was the better grade.

Without the use of the moisture tester the average farmer would care little how much snow or rain got into his grain, and it is a fact that by using the tester the buyer knows exactly where he is all the time, as I know from experience that the tester is absolutely fair, one cannot make corn grade lower than the test shows, if the moisture is in the grain the tester will tell you and if not there is no chance of getting it out.

I have found that as a rule our tests come out reasonably well with the inspectors at the terminals, it is a protection to the seller as he knows about what his grain should grade under normal conditions when it arrives at its destination.

I would no more think of buying grain without a Moisture Tester than I would think of going to fish without bait."

Soft Corn Needs Careful Testing

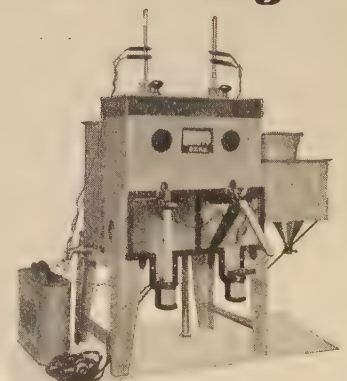
You can make good money handling the crop but, of course, it is necessary to work on the safe side.

Seedboro Quality grain and seed testing equipment is used by the Government Grain Inspection Departments and more than 10,000 mills and elevators. Official Brown-Duval Moisture Testers, Scales, Sieves, Tryers, Wt. per bu. Testers and complete Grading Equipment. Complete catalog free on request.

The demand for moisture testers is the greatest in years. To insure prompt shipment anticipate your requirements early.

Seed Trade Reporting Bureau

1018 S. Wabash Ave., Phone Harrison 3449
Chicago, Ill., U. S. A.



OFFICIAL BROWN-DUVAL MOISTURE TESTERS

In all sizes from one compartment to six, heated by gas, electricity or alcohol.

HEAT YOUR TESTER with Electricity—with or without automatic shut-off.

Seeds

Little Rock, Ark.—Bass-Isgrig Seed Co. has been chartered for \$10,000. W. E. Bass is pres.—P. J. P.

Sullivan, Ill.—New cleaning machinery has been installed in the plant of the J. E. Crowder Seed Co.

Coquille, Oreg.—"Cocoos," has been registered as trade mark No. 216,146, by Lyman Carrier, to represent grass seed.

Idaho Falls, Ida.—A milling plant is being built to the branch of the Rogers Bros. Seed Co. here, in which to handle the pea crop.

Staten Island, N. Y.—The 4-story brick warehouse of the Meadowbrook Dairy has been rented by I. L. Radwaner Seed Co., to be used as a cleaning plant.

West Fort William, Ont.—Mount McKay Feed Co., Ltd., wholesale and retail feed, has added a line of seeds to its stock and is entering the field seed business.

Salt Lake City, Utah.—An appropriation of \$3,000 has been made by the state legislature of Utah for the investigation of the alfalfa-seed chalcis. Dr. W. M. Hawley, of the state experiment station, has charge of the work.

Twin Falls, Ida.—An amendment to the articles of incorporation of the Darrow Bros. Seed & Supply Co. reduces the number of directors from 5 to 3 and adds operation of a warehouse for storing agricultural products to its list of purposes.

Milwaukee, Wis.—Directors of the Chamber of Commerce have voted to donate another trophy for the best peck of pedigreed No. 1 oats exhibited at the Annual Grain Show at Madison. The last trophy was permanently won last year.

New Orleans, La.—Joseph Steckler, pres. of the J. Steckler Seed Co. here, who was shot in a gun duel with a robber, as reported in the last number of the Journal, is in much better condition. Tho physicians despair of saving his eyesight, they believe he will regain control of his other faculties.

Minneapolis, Minn.—The early movement of domestic flaxseed contained 6 to 7% of moisture. Seed containing 10 to 11% moisture is graded No. 1 and crushers must accept this on their purchases. Probably over 75% of the arrivals contain over 10%. Each 1% of surplus water brings the farmer 2½ cents per bu., and costs the crusher that.—Archer-Daniels-Midland Co.

Toledo, O.—Clover seed seems to have run into a rut temporarily; in other words, very little doing. Perhaps the ideal weather that has finally settled over the entire country has made everybody forget there is such a thing as a seed market. Takes a little time to digest the seed that came out on the upturn, both profit taking and hedges, the latter against French seed purchases. Latter seems to have come into the limelight pretty strong of late. However doesn't seem to overshadow the domestic situation, as big premiums as ever are being paid for the known domestic lots. One should not get too bearish on the prospects of Europe furnishing a lot of seed to come this way. Our country appears able to absorb about everything the foreigner sends over, and really the domestic situation seems stronger than past three seasons. We have a knack of using up both the foreign and domestic stocks by the end of each season. It's well to remember at the finish last season prime seed sold at 16.50 and very little was left in the carry-over.—J. F. Zahm & Co.

Mazon, Ill.—John T. Oxley, Jr., a popular seed man with wide experience and a host of friends, was struck and killed by a Santa Fe train on a grade crossing here, Nov. 10. He is survived by his widow and 3 children. Interment was at Marion, Ia.

St. Paul, Minn.—Reports are received that the Ford Motor Co. has acquired full patent rights to a machine invented by a St. Paul man for handling flax, and is preparing to contract for flax production on a large acreage in Minnesota and other states of the Northwest.

Louisville, Ky.—J. Lewis Letterle has succeeded W. N. Arterburn as pres. of the Wood, Stubbs & Co., Inc., which does an extensive business in grass and field seeds. Leon P. Lewis has been elected to the office of vice-pres. of the company, which position has been vacant for some time.

Salt Lake City, Utah.—The Western Seed Marketing Co. has moved into larger quarters. This is the company's headquarters and is fully equipped for the final grading, storing and analyzing of alfalfa and clover seed, which constitute the larger share of its business.

Urbana, Ill.—Illinois Crop Improvement Ass'n has filed trade mark No. 207,680 to represent field seeds. It consists of a map of Illinois upon which is imposed the words "Produced in Illinois the Heart of the Corn Belt." In the center of the representation of the map is a heart-shaped outline inclosing a shock of oats, a shock of wheat and several ears of corn.

Experiments to create the best drought-resistant corn for Western Kansas farms are being started by Harvey J. Sconce, noted plant breeder, and Geo. Theis, Jr., ranch owner. Sconce is collecting approximately 50,000 ears of corn, representing 20 varieties of the best drought resistant grain in preparation.

Indianapolis, Ind.—The biological analysis of wheat is as follows: calories per lb., 1,600; proteins, good quality; phosphorus, fairly rich; calcium, very low; vitamin A, poor; vitamin B, good; vitamin C, absent; vitamin D, absent. Wheat is supplemented most effectively by milk, spinach, cabbage, lettuce, kale, turnip tops and other green leaves. The proteins of wheat are improved by those of milk and meats.—Dr. E. C. McCollum, Johns Hopkins University, at the National Dairy Exposition.

Charging that the government "seems to lend itself to every movement to depress the price of cotton," southern congressional leaders on Oct. 27 announced their intention of having Congress investigate the crop reporting board of the Department of Agriculture and perhaps legislate it out of existence. The direct charge that the board's big cotton crop estimates have cost the south many millions of dollars while at the same time aiding "stock gamblers" was made by Senator T. H. Caraway of Arkansas.

Seed Marketing Project Abandoned

The vegetable seed marketing project of the Bureau of Agricultural Economics has been discontinued.

It died a natural death, thanks to the lack of interest among growers and seedsmen. However, no saving will be effected through this action as the money formerly wasted on this project (it has been in existence for about 6 years) will now be squandered on weekly grain market reviews, and on hay inspection which it is felt the Natl. Hay Association does not know how to handle.

Mr. G. F. Kellogg of Kansas City, formerly seed specialist, has been tendered the job of supervising hay inspector. He will supervise the supervisors. Very Truly, POTOMAC.

Kansas City Host for Western Seedsmen.

The Western Seed Dealers Ass'n opened its 26th annual meeting at the Hotel Baltimore, Kansas City, Mo., on Nov. 14, with an attendance of 56.

Max Wilhelmi, Lawrence, Kan., sec'y of the ass'n, officiated in the absence of Pres. Fred Mangelsdorf of Atchison. Ted Robinson of Waterloo acted as sec'y pro-tem.

Vice-pres. Carl Chesmore took the chair and read a message from Mr. Mangelsdorf explaining his absence due to the death of his cousin and business associate, Will Buhman.

Resolutions of condolence were passed on the death of Mr. Buhman and the late H. A. Johns of Sioux City, who was one of the organizers of the ass'n.

Eugene Funk, pres. of the American Seed Trade Ass'n, spoke on the activities of the national ass'n and discussed importations of foreign clovers.

J. S. Michael, Sioux City, Ia., told of experiments in Iowa with foreign and domestic red clover, showing the Italian clover is a total failure, and other foreign cloverseed inferior to that American grown.

M. A. Joly, Paris, France, defended the clovers of northern France and told of their hardness.

H. G. Windheim, Omaha, Neb., read the treas's report, which was accepted.

C. C. Massie, Minneapolis, Minn., made a plea for greater co-operation and fair tactics among members and seed dealers generally, with respect to under or overbidding on competitors' contracts already established.

General discussion followed Mr. Massie's talk and many of those present sided with him. A com'te of 5 was appointed to formulate a proper resolution with a pledge of fair relationship.

William Emerson, Fremont, Neb., showed how farmers growing an acreage partly for a dealer and partly for himself could juggle the crops to suit himself, depending on the price at time of harvest.

Following an excellent luncheon C. W. Thornton explained the recently published booklet on cost accounting prepared on behalf of the national ass'n.

The afternoon session was devoted largely to crop reports from various sections. Among those reporting were R. F. Gunkelman, Fargo, N. D.; Hugo Teweles, Milwaukee, Wis.; J. F. Sinn, Clarinda, Ia.; E. T. Robinson, Waterloo, Neb.; Chas. Henning, Solomon, Kan.; L. G. Wertz, Sioux City, Ia.

B. Mitchellhill, St. Joseph, Mo., announced his retirement from the seed business, he having sold his interests to the Mangelsdorf company.

The Resolutions Com'te reported the following, which was unanimously adopted:

Resolved, That it is the sense of this meeting that it is unethical and detrimental to the best interests of this ass'n when representatives of its members criticize or in any way attempt to interfere with existing contracts for purchase or sale, and any offending firm will be subject to discipline. Employees are to be instructed accordingly.

A banquet was held in the Kansas City Club at 6:30 p. m., provided by seed houses of the Missouri river section. Will Crossland was an entertaining toastmaster.

Aaron Sapiro, pool organizer, has resigned as consulting counsel of the Central Selling Agency of the Canadian wheat pools, giving no reason for his action.

Harbin, North China.—Two Russian chemists are reported to have perfected a process for grinding soy beans and at the same time extract the oil, leaving a soy bean flour that cannot be distinguished from wheat flour. The product can be produced at one-third the price of wheat flour, but where will they find a market for it?

Feedstuffs

Baltimore, Md.—Fire recently razed the poultry feed manufacturing plant of Hugh J. Hazlehurst.

Indianapolis, Ind.—"Acme" is registered under serial No. 213,875 by the Acme-Evans Co. to represent flour and feeds.

Chicago, Ill.—H. N. Sullivan, formerly with Arcady Farms Milling Co., is the new traffic mgr. at Churchill Grain & Feed Co.

Alliance, Neb.—A new cereal mill, 40x48 ft., 2 stories high and having a full basement, will soon be erected here by Wm. Sitz.

Chicago, Ill.—A small fire loss was suffered by Ryde & Co., feed manufacturers, recently. The plant is now under full operation again.

Quincy, Ill.—Moorman Manufacturing Co. has registered trade mark No. 200,403 to represent prepared stock feed. It consists of two words, "It Pays."

Chicago, Ill.—A recent hearing conducted here indicated that railroads are considering discontinuing furnishing grain doors for shipments of grain products in bulk. Millers are protesting.

Chicago, Ill.—The R. E. Page Co. has recently been incorporated for \$20,000 by Maurice Abrams, Louis Glass and Robt. E. Page, to deal in feed ingredients and concentrates, doing a cash business.

Rutland, Vt.—The Vermont Retail Feed Dealers Ass'n recently held a one-day session here. Some excellent addresses were given before a large gathering of delegates. Costs and sales policy were discussed.

St. Louis, Mo.—The American Corn Millers Federation will hold its annual convention here on Dec. 11 and 12. Headquarters will be at the Jefferson hotel, announces R. E. Van Evera, sec'y, at Kansas City.

New York, N. Y.—A representation of 2 fighting cocks in antagonistic positions, beneath which is "The Best Scrap You Ever Saw," constitutes a trade mark registered by the American Agricultural Chemical Co. under serial No. 215,394, for poultry food.

Omaha, Neb.—The plants and business of the Omaha Alfalfa Milling Co. here and at Cozad, which went into bankruptcy in 1923, have been purchased by E. J. Cornish, New York, the largest single creditor, as an investment. The appraised value of the properties is \$260,000.

Oklahoma City, Okla.—The fiber limit on mixed feeds sold in this state will be raised from 5½ to 6% in accordance with a standard adopted at Washington, D. C., by feed inspectors of several states at the annual convention of the Feed Control Officials.—S. A. Elliott, director Oklahoma Bureau of Feeds.

Memphis, Tenn.—Net profit realized by the National Seed Products Corp. during the last few weeks has amounted to nearly a quarter of a million dollars. Eight suits against the corporation were adjusted recently and T. O. Vinton, receiver, expects to apply for an order to pay all claims outstanding under \$500.—P. J. P.

Kaplan, La.—A. Kaplan, doing business as the Liberty Feed Mills, under serial No. 217,465, has registered a representation of a red and blue shield upon which is imposed the words "Liberty" and "Feed." Between the words is a representation of an ear of corn partially shucked. The mark is used in connection with prepared molasses stock feed.

North Holston, Va.—"Tono-Shel" has been filed as trade mark No. 220,257, by Southern Gypsum Co., Inc., to represent mineral poultry and scratch feed.

North Kansas City, Mo.—The Schreiber Milling & Grain Co. of St. Joseph, feed manufacturers, recently purchased a tract of land here on which it will construct a 50x100 ft. warehouse, from which to handle its business here.—P. J. P.

Arco, Ida.—The Arco Alfalfa Milling Co. has filed articles of incorporation, with capital stock set at \$15,000, of which \$10,820 has been subscribed, for the purpose of buying the plant of the Superior Milling Co. at Pocatello, which property has been in the hands of a receiver.

Coffeyville, Kan.—A solid train of 128 new 80-capacity Missouri Pacific box cars carrying feed, flour and products of the Rea Patterson Milling Co. destined to Dixieland, left here via the Missouri Pacific R. R. on Nov. 19. This train, over a mile in length, is a new record for a feed and flour train.

St. Joseph, Mo.—The Aunt Jemima Milling Co. has been purchased by the Quaker Oats Co., which has headquarters in Chicago. The sale was effected Nov. 24 at a meeting here of the stockholders of the local mills and representatives of the Chicago company. The financial consideration was \$4,000,000.

Adulteration and Misbranding.

Standard By-Products Co., a corporation at Louisville, Ky., shipped a quantity of tankage from Kentucky into Indiana, which was alleged to be misbranded and adulterated, according to the information filed by the U. S. attorney for the Western District of Kentucky. The article was invoiced as "Feeding Tankage 50%." Analysis showed it to contain only 40.56% protein. A plea of guilty was entered on behalf of the defendant company and a fine of \$50 imposed.

Chas. A. Krause Milling Co., Milwaukee, Wis., shipped a quantity of horse and mule feed from Wisconsin into the state of Maryland, which the U. S. attorney for the Eastern District of Wisconsin alleged was adulterated and misbranded, in an information filed in the District Court. Labels on the article called for 10% protein and 2% fat. The product was deficient in both. A plea of guilty was entered on behalf of the defendant and a fine of \$200 imposed.

E. Goodwin shipped 200 sacks of cottonseed feed from Freemont, N. C., to Southbridge, Mass., which were adulterated and misbranded according to a libel filed by the U. S. attorney for the District of Massachusetts. Labels on the article called for 36% protein and a maximum of 15% crude fiber. The product was deficient in protein and contained an excessive amount of fiber. Humphries-Goodwin Co. at Memphis, Tenn., appeared as claimant, filed a satisfactory bond, and after paying costs, obtained the product.

Kansas Flour Mills, Kansas City, Mo., shipped 2,400 sacks of grey shorts in interstate commerce to Arkadelphia, Ark., which were alleged to be adulterated and misbranded, in a libel filed by the U. S. attorney for the Eastern District of Arkansas. The labels called for "Grey Wheat Shorts & Wheat Screenings," whereas brown shorts were actually contained. Arkadelphia Milling Co. appeared as claimant and received the property after paying the costs, giving bond for \$500 and agreeing to relabel the product correctly.

J. W. Bell Mill & Elevator Co., Spartanburg, S. C., shipped various consignments of horse and mule feed from South Carolina into North Carolina and Georgia, which were alleged to be adulterated and misbranded, in an information filed against J. W. Bell, the manufacturer, by the U. S. attorney for the Western District of South Carolina. Labels called for 9% protein in the product and called attention to "Ingredients Corn, Oats, Alfalfa Meal, Ground Grain Screenings, Cotton Seed Meal, Molasses and 1% Salt" or "Ingredients Cracked Corn, Rolled Oats, Alfalfa Meal, Oat Feed, Salt and Molasses," as the case might be. Eight of the 9 consignments were deficient in protein; 3 of them contained ground and unground oat hulls

not declared as ingredients, but no alfalfa meal or cotton seed; 6 contained small amounts of cracked corn, a poor quality of oats, but no alfalfa meal; 1 contained cotton seed meal not declared. The defendant entered a plea of nolo contendere and was fined \$100.

Manufacturing Corn Products.

Government statistics show 31 establishments engaged in the manufacture of corn sirup (glucose), corn oil, starch, and related products, that were doing a business of over \$5,000 a year at the close of 1923. These plants used materials (including fuel and containers) valued at \$74,480,950 in that same year and the total value of their products was \$116,560,034.

A total of 839,382,402 lbs. of corn starch, valued at \$28,727,841, was produced. Other products produced were 527,909,513 lbs. grape sugar, 106,947,343 lbs. corn oil, 62,384 tons corn-oil cake and meal, and stock feed valued at \$17,610,435.—From Corn Sirup, Corn Oil and Starch, Census of Manufactures, Dept. of Commerce.

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NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Supreme Court Decisions

Suit in State Court for Delay in Furnishing Cars.—The state courts have jurisdiction of an action of the shipper against the carrier to furnish a reasonable number of cars within a reasonable time, where the action is based on a breach of the common-law duty of the carrier to furnish cars within a reasonable time, although it be an interstate shipment.—*St. L. & S. F. R. R. Co. v. Hobart Mill & Elevator Co. Supreme Court of Oklahoma.* 239 Pac. 165.

Arbitration.—In suit in equity to set aside award made by appeals committee of Merchants' Exchange, plaintiff cannot complain that committee violated exchange's rules prohibiting appeals committee, in hearing appeals evidence, where only witnesses examined were called for plaintiff, since one resorting to arbitration cannot complain of irregularity in which he participated.—*Fernandes Grain Co. v. Hunter, St. Louis Court of Appeals, Missouri.* 274 S. W. 901.

Agent Can Not Ship Grain After Death of Owner of Elevator.—Under rule that death of principal revokes all authority of agent, an agent of elevator owner, holding grain deposited in elevator merely as bailee, held without authority, after death of owner, to complete contract for sale of such grain to defendants, which sale was not in due course of business and gave defendants no equitable lien thereon, and shipment of such grain to defendants constituted a conversion as to owner of grain.—*Sawyers Grain Co. v. Goodwin. Appellate Court of Indiana.* 146 N. E. 841.

Railroad Co. Does Not Become Owner of Switch Track.—Where quarry owners under license from village contracted with railroad for construction of switch track over village streets and private property owned by them, and agreed to pay part of cost of construction, interest on railroad's investment, and cost of maintenance, held, railroad did not become owner of such track and right of way on theory that under law it became part of railroad system subject to public use, so as to entitle it, on cessation in operation of quarry, to continue using track for other industries without paying for quarry owners' license from village, or for use of their private lands.—*Non Oven v. C. B. & Q. R. R. Co. Supreme Court of Illinois.* 148 N. E. 32.

Warehouseman's Bond.—When an insolvent warehouseman ships and sells all of the grain stored in his warehouse, leaving none for the redemption of warehouse tickets, and the surety company, liable on bond for grain so sold and converted, claims that the common mass of grain in the elevator was replenished and restored in sufficient quantity and in like kind and grade for the redemption of all outstanding warehouse tickets, and that on account thereof the former conversion was waived and the subsequent bond was solely liable, the burden is on such surety company to prove the replenishment, in whole or in part, and in the absence of such proof the court cannot fix the liability of the sureties on the subsequent bond. The warehouseman's bond required by law is in each case for a period of two years, and the surety company furnishing the bond is liable thereon for all conversions of the warehouseman during that two-year period only, and there is no right of contribution between sureties on bonds for different periods.—*W. H. Stutsman v. J. H. Cook and Northern Trust Co. Supreme Court of North Dakota.* 204 N. W. 976.

Arbitration.—Every reasonable intentment in favor of an award under an arbitration agreement, where there is no claim that decision of arbitrator was the result of fraud or mistake resulting in injustice to either party, or that he went beyond scope of questions submitted.—*Walsh Ry Co. v. American Refrigerator Transit Co. et al. U. S. Circuit Court of Appeals.* 7 Fed. (2d) 336.

Weighing on Seller's Scales.—In suit for price of cottonseed sold by the ton, evidence that purchaser after contract therefor made parol agreement with seller that seed should be weighed on seller's scales was competent as admission by purchaser as to correctness of weights of seed when so weighed.—*Buckeye Cotton Oil Co. v. T. W. Murphy & Sons. Court of Appeals of Georgia.* 129 S. E. 553.

Manufacturer of Food Not Liable to Consumer.—Manufacturer, except when manufacturing for a specific use, and then only to party for whom made, is not liable to stranger to contract of manufacturer or sale for any defects, developing in product, unless known to him and rendering article dangerous. In sale of materials intended for use as food, there is no implied warranty, where transaction is between two dealers, or manufacturers and dealer, that article is fit for consumption as food. There can be no implied warranty in sales of personal property without privity of contract, and warranties do not attach themselves to and run with articles sold.—*Pelletier v. Dupont. Supreme Judicial Court of Maine.* 128 Atl. 186.

Unauthorized Speculation by Manager.—Authorization by board of directors of corporation operating grain elevator, with annual capacity of 280,000 bushels, to manager to "hedge" grain bought as he deemed necessary, held not to authorize manager to speculate in futures and options, represented by purchase and sale of 3,800,000 bushels in 3 years, in addition to actual grain passing through elevator. In view of Burns' Ann. St. 1914, §§ 3837, 3838, making transactions in futures and options on grain, without intention of actually exchanging property, illegal and void, grain broker held not entitled to recover for payments made to customers as gains in such transactions, irrespective of law of state in which transactions were entered into.—*Sawyers Grain Co. v. Teagarden. Appellate Court of Indiana.* 148 N. E. 205.

Recovery from Manager of Co-operative Company.—Where the manager of a corporation, having control of its books of account, withdraws funds from the corporation and charges the same to himself on its books, and informs the officers or board of directors that such funds have been restored to the corporation, and points to entries upon the books evidencing the supposed payment, and thereby leads the directors of the corporation to believe that the debt had been liquidated, and, after the lapse of more than four years, the corporation discovers that the entry was not a true statement, and that payment had not been made, and brings an action against the manager to recover the amount, the defendant will not be permitted to avail himself of the statute of limitations as a defense.—*Farmers Co-op. Merc. Co. of Scribner v. Arthur H. Schultz. Supreme Court of Nebraska.* 205 N. W. 288.

Grain Claims Bureau, Inc.

19 So. La Salle St. Chicago, Ill.

Audits for purpose of recovering your freight claim losses will cost you nothing. We will not fail to fully protect your interests. Our charges will never exceed 33 1/3% of amount recovered; frequently less. We would like to serve YOU.

W. S. BRAUDT, Pres. and Treas. HARRY J. BERMAN, General Counsel

I. C. C. Activities.

Rates assessed on a carload of wheat moving from Kansas City, Mo., to Pine Bluff, Ark., with transit at Leavenworth, Kan., and Sweet Springs and Charleston, Mo., were found to be reasonable and the complaint dismissed in Interstate Commerce Commission docket No. 15829, Moore-Lawless Grain Co. v. M. P. R. R.

Increased rates which would result from proposed cancellation of less than carload rates on clean rice between points in southern territory, were not found justified by the Interstate Commerce Commission in I. & S. docket No. 2412. The schedules were ordered canceled without prejudice to the establishment of rates on the indicated basis.

Increased proportional rates on grain and grain products from Kansas City to Chicago & North Western stations in Iowa were found justified and reasonable in I. & S. docket No. 2228. The Interstate Commerce Commission entered an order vacating the cancellation of suspended schedules and discontinued proceedings. Former finding in 96 I. C. C. 154 was reversed.

The Interstate Commerce Commission held itself without jurisdiction over the transportation out of which arose complaint alleging unreasonable rates were charged on a number of carloads of chickpeas (garbanzo), shipped in bond from Mexico to New Orleans in 1921 and thence exported to foreign countries or to Porto Rico. Docket No. 15045, E. Fernandez & Co. v. Southern Pacific R. R. of Mexico et al. Case was dismissed.

Condemnation of the practice of adding arbitraries to the proportional rates applying on grain and grain products from Sioux City to Chicago and St. Louis, when origin is at specified points in Iowa, South Dakota and Nebraska, is proposed by Examiner Keeler of the Interstate Commerce Commission in his report on docket 16273, Sioux City Grain Exchange v. Ahnapee Western et al. and I. & S. 2215. He declares the arbitraries are unreasonable when added to the proportional rates.

Complaint was dismissed when the Interstate Commerce Commission, in docket No. 15360, Kansas City Board of Trade v. A. & W. railway et al., found proportional rates from Kansas City and thru rates from origins in Nebraska and Kansas on grain and grain products to destinations in Arkansas, Louisiana, the Mississippi Valley and the Southeast were reasonable and lawful. The proposed rates from Nebraska, Kansas and other states to the Mississippi Valley were found not justified.

Corn Belt Farmers Get Good Returns

Politicians who can thrive only on discontent recently had much to say about "The Big Corn Slump," but the Brookmire Economic Service says:

"We believe that the corn belt will have more money than last year despite the slump. The immediate situation is this: The 1925 corn crop will be about three billion bushels against a little under two and one-half billion last year. There is a considerable reduction in the number of cattle and hogs to consume it; consequently corn prices have fallen sharply since August. This does not mean a collapse of business in the corn belt. In the nine leading corn states farmers receive in round numbers \$400,000,000 from the sale of corn; \$600,000,000 from cattle and \$900,000,000 from hogs. Hogs and cattle bring in three times as much as cash corn. Pork and beef prices, in other words, are more important than corn prices. Prices of cattle and hogs are at satisfactory levels, roughly 150 per cent of the pre-war average at Chicago for the first week in November.

"The leading cash corn states are Iowa and Illinois. In Iowa this year we estimate that farmers will receive 75-80 million dollars from the sale of corn against 62 million last year; from hogs 260 million against 250 last year; from cattle 150 million against 143. Total 485 against 455.

"In Illinois we estimate 110 million from corn against 117; hogs 115 against 110; cattle 72 against 66. Total 297 against 293."

Grain Carriers

Orders have been placed by the New York Central railroad for 4,500 cars, of which 2,500 are box cars.

Amarillo, Tex.—Interstate carriers have promulgated a tariff applying identical rates on grain products from Texas to Oklahoma with the rates from Oklahoma to Texas.

Jamestown, N. Y.—The B. & O. railroad has granted thru rates on grain and grain products from Kent, O., and vicinity, to points on the J. W. & N. W., effective Nov. 21.

Sioux City, Ia.—New rates from Sioux City to Colorado and Utah territory, proposed by the railroads to become effective Nov. 1, have been ordered suspended, by the Interstate Commerce Commission.

Fort William, Ont.—Demand for boats to move grain down the lakes has been so urgent that the rate from here to Buffalo has been increased to 3½¢ with some vessel owners asking 3½¢@3¾¢. A short time ago the rate was only 2c.

Gasport, N. Y.—Two canal boats, the Niagara and Mandolin, owned by the Rochester Terminal Line, sank in the barge canal near here with their cargoes of 34,000 bus. of wheat each, when one of them crashed into a guardlock on Nov. 4.

Eighteen cars loaded with western wheat tumbled down a forty-foot embankment with consequent loss of considerable grain, near Best's station on the Lindsay line of the Canadian National railway about 4 miles from Peterboro, when they were accidentally derailed recently.

Des Moines, Ia.—Following the victory of this city in a hearing before the Interstate Commerce Commission whereby 5½ cents were clipped from the grain rate to Texas. E. G. Wylie, rate man for the Greater Des Moines Com'ite, started a fight for a 2-cent reduction in the grain rate to Louisiana.

St. Louis, Mo.—Purchase of between 15 and 20 steel barges with 2,000 tons capacity each, is urged by the Shippers Advisory Board as part of the development program for the Mississippi River barge line service. At present 11 towboats and 48 barges are in service, and carry large quantities of wheat, corn and oats for export.

Baltimore, Md.—The Maryland Joint Rate Protective Com'ite is preparing to vigorously defend Baltimore's position on the freight rate differential, when the Butler bill, seeking to equalize freight rates to all Atlantic ports, is reintroduced in Congress.—Robert Ramsay, pres. Chamber of Commerce and chairman Maryland Joint Rate Protective Com'ite.

Grain and grain products were loaded into 46,242 cars during the week ending Nov. 7, which was 8,523 cars under the same week last year. It also was a decrease of 2,773 cars under the same week in 1923. In the Western districts alone, grain and grain products loadings totaled 30,281 cars, a decrease of 5,348 cars under the corresponding period last year.

Washington, D. C.—With the convening of Congress will come the introduction of several bills by Illinois members, to authorize the lakes to the gulf waterway, which has been a dream of Chicago and its territory for many years. W. E. Hull of Peoria is expected to reintroduce his bill which authorizes an appropriation of \$5,000,000 for deepening the Illinois and Mississippi river links, and authorizes specifically the diversion of not more than 10,000 cubic feet of water per second from Lake Michigan.

Vancouver, B. C.—An embargo has been issued by Canadian railways against grain in Alberta bound for Vancouver, due to the condition of the grain offered for transportation. Bad weather caused much of the grain to grade tough and damp, making it necessary to dry and treat it before loading for export. The limited capacity of Vancouver driers made it necessary to establish the embargo.

Cleveland, O.—At the meeting of the Great Lakes Regional Advisory Board here on Nov. 12, attended by approximately 700 shippers and railroad men, conditions of congestion at railroad terminals, obtaining clean cars for shipment and possibilities of increasing loads in cars were discussed. A campaign promoted for the cleaning of cars by consignees after unloading is meeting with some success.

Washington, D. C.—Recommendations looking to a general overhauling of the government machinery for the administration of shipping affairs, including reduction of the Shipping Board to three members and curtailment of the Board's duties to those of a semi-judicial regulatory character, were submitted to the National Merchant Marine Conference, organized by the Chamber of Commerce of the United States, when it met in Washington Nov. 16 and 17.

Grand Forks, N. D.—The Great Northern and other railroads of the Northwest apparently have not complied with the order of Congress for an orderly investigation and readjustment of rates. T. A. Durrant, traffic expert, has filed application with the Interstate Commerce Commission for suspension of the Great Northern's proposed cent and a half charge per 100 lbs. for storage and cleaning in transit at the North Dakota Terminal Grain Exchange of grain destined for points east of the Twin Cities.

Buffalo, N. Y.—In testimony before the State Canal Survey Commission on Nov. 13, Wm. M. Connelly, pres. of the Connelly Transportation Co., operating a fleet of boats on the barge canal, gave evidence that the failure of the state to provide a 12-foot channel for the canal has resulted in heavy losses to the transportation companies using it. He declared a deeper channel is necessary to permit shippers of grain from Buffalo to send their export tonnage to Europe via American ports, instead of via the Welland canal. Mr. Connelly declared that the American canal route under improved conditions would shorten the round trip from Buffalo by about 1 week.

Maritime Rule at Philadelphia.

A meeting of grain men of Philadelphia on Nov. 2 adopted an alteration of Rule XVIII, Section 12 of the maritime rules governing grain cargoes at the port of Philadelphia, which was ratified by the Board of Directors of the Philadelphia exchange on Nov. 12. The alteration is

"Shifting berths, section, or if a steamer is ordered to proceed from first loading berth to second loading berth, the cost of towing and running lines shall be equally divided between the charterer and the ship. If the steamer is ordered to additional berth or berths, said charges shall be borne by charterers."

In accordance with Article XXII of the by-laws the alteration became effective 10 days later, Nov. 23.

Railroad Claims Collected

Send in Claims of every description. No Collection. No Pay.

The Security Adjustment Co., Inc.

332 Builders Exchange Bldg., MINNEAPOLIS, MINN.
References: Any bank, mercantile agency, commission firm or Editor of this publication.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

Wabash supplement No. 2 to tariff No. H-9055, I. C. C. No. 5569, effective Dec. 6, adds the E. J. & E. to the list of participating carriers and makes an application of rates from Joliet, Ill.

C. B. & Q. supplement No. 1 to tariff G. F. O. No. 1921-I, Ill. C. C. No. 1277, effective Nov. 16 last, restricts the application of rates to or from 16th street team tracks at Chicago, to apply on hay, grain and straw.

E. B. Boyd supplement No. 107 to tariff No. 18-K of Western Trunk Lines, I. C. C. No. A-1357, effective Dec. 10, names local joint and proportional rates on classes and commodities in central, western and northwestern territory.

A. T. & S. F. supplement No. 18 to tariff No. 5702-H, I. C. C. No. 9566, effective Dec. 15, reduces the grain and seeds rates between Kansas City, St. Joseph, Atchison and Leavenworth and Lio, Okla., and from Lio, Okla., to Chicago and to Wichita.

C. R. I. & P. supplement No. 23 to tariff No. 29329-F, I. C. C. No. C-112-14, effective Dec. 15, eliminates alfalfa feed, molasses feed and sugar feed from the commodity descriptions as being superfluous and reduces the wheat and corn rates from Hansen Heights, Ia., to Council Bluffs, Ia.

Wabash tariff No. L-5209 I. C. C. No. 5973, effective Dec. 9, gives the proportional rates on grain (barley, buckwheat, corn, grain screenings, kafir corn, milo maize, oats, rye, spelt and wheat) in carloads from Altamont or Taylorville, Ill. (when coming from stations on the B. & O. R. R.), also Springfield, Ill. (when originating beyond), to Chicago, Ill.

Wabash tariff No. B-12039, I. C. C. No. 5969, effective Dec. 4, gives the basis for east-bound rates and billing instructions from stations on the Wabash railway and certain connections, to points on the Arcade & Attica R. R., Buffalo & Susquehanna R. R., Coudersport & Port Allegany R. R., Pittsburg & Shawmut R. R., and Pittsburg, Shawmut & Northern R. R.

A. T. & S. F. tariff No. 5655-A-4, I. C. C. No. 10204, effective Dec. 10, also for account of the Gulf, Colorado & Santa Fe Ry., gives local, joint and proportional rates on grain, grain products and seeds, as described within the tariff, in carloads, from points in Missouri, Kansas, Oklahoma, New Mexico and Texas; also Superior, Neb., to Beaumont, Galveston, Houston, Tex., New Orleans, La., Orange, Port Arthur, Tex., Port Chalmette, La., Texas City, Tex., and Westwego, La., when for export as shown within the tariff.

The hen is the only domestic fowl or animal which is increasing more rapidly than this country's population. In 1880 only 2 hens could be counted for each person. Now there are nearly 4. Fine for the feed manufacturers.

Rejuvenation of the Malting Industry.

All signs seem to point to a healthy reconstruction in the malting industry following the inauguration of a National prohibition policy in this country. A great many, of the smaller establishments throughout the country especially, gave up the ghost entirely and at once, unable to see any hope for the future, or any prospect of continuing to do a profitable business. Others were not inclined to be so easily discouraged, and persisted in hanging on and selling their product wherever they could find a buyer.

It is, therefore, with a great deal of satisfaction that the local grain men see the various symptoms of growing health in the malting trade. The barley business has for more than half a century been one of the mainstays of the Milwaukee grain market, and from present indications it is likely to remain so.—Doings in Grain at Milwaukee.

Books Received

THE MEDAL OF GOLD, a story of industrial achievement, by Wm. C. Edgar, contains an interesting history of pioneer millers and the growth of milling methods and the milling industry. It is quite frankly the history of the Washburn-Crosby Co., with which the author was and is thoroly and personally acquainted, and it deals particularly with the development of that concern. Published by the Bellman Co., Minneapolis, Minn. Price, \$2.

PATENTS, Law and Practice, contains a digest of the United States law and practice and of the practice in foreign countries and a schedule of charges for United States and foreign countries. This is the third edition of this book, which contains a wealth of facts and information on patents that is of use to the layman. It is distributed free to those interested by Richards & Geier, patent and trade-mark attorneys, New York, N. Y.

TRADE-MARKS, Trade-Names, Unfair Competition, covers trade-marks in general and in the United States, registration of trade-marks with the state and with the United States, registration in foreign countries, piracy of trade-marks, and a schedule of charges. In a forenote the book states, "Trade-marks to a manufacturer or merchant represent something akin to that which the flag of a country represents to a loyal citizen . . . emblems to be proud of, to be kept above reproach and with spotless reputation." It is distributed free to those interested by Richards & Geier, patent and trade-mark attorneys, New York, N. Y.

THE WHEAT PIT, by Edward Jerome Dies, in one paragraph sums up the attitude of the government toward the grain exchanges. It states, "Regulating grain exchanges has been a favorite pastime. Like railroads and a number of other industries, the exchange long ago became a political football of the opportunist. Unrest has been capitalized and facts obscured. Observing the grain exchanges and various public service groups squirm under the attacks of the crusaders, every other industry has wondered with some alarm just how soon its own thumbscrews would be given another twist." A history and explanation of the means and methods by which grain exchanges work is given in some detail. Published by the Argyle Press, Chicago. Price, \$1.

Husking 2,504.3 pounds of corn in one hour and twenty minutes at Burgess, Ill., last week, Elmer Williams of Toulon, Stark county, Ill., won the midwest husking championship and \$100 in cash.

The principal foreign markets for beans exported from the United States is in some of the Latin American countries. Between 70 and 75% of our total exports of beans go to Cuba. Much of the remainder goes to other West Indies, to Central American countries and to Mexico.

Insurance Notes.

Hammond, Ind.—The Nowak Milling Corp., manufacturers of feedstuffs, is covering its employes with blanket insurance effective Jan. 1.

Many a grain elevator has burned to the ground due to carelessness with the little stove fire—overheating, and live coals falling to the floor. With the elevator insurance people urging a sheet metal case around all office stoves and a sheet of metal flooring under them, it is highly probable that many elevator men can easily be persuaded to use the services of a sheet metal contractor.—Furnaces and Sheet Metals.

Advertise Your Business.

On the Michigan Central railroad at Decatur, Mich., within a few miles of some of the finest vineyards of this country, is the elevator and small mill of the Decatur Co-operative Ass'n. The growing of wheat is being rejuvenated in this territory to some extent, but is still too limited to support an elevator unaided in constricted sections. Elevators must necessarily handle other sidelines to be profitable.

All grain dealers can learn a lesson from the elevator of the Decatur Co-operative Ass'n illustrated herewith. Note the large sign painted at one end clearly stating "Decatur Co-operative Ass'n, Grain, Hay & Beans. Flour." The sign helps to keep people reminded of what the elevator operator deals in and where to buy and sell.

Grain dealers generally can attract the attention of many new prospects and improve their business by the same means. The only cost involved is that of painting the sign. And once painted it is good for several years. It is well to keep in mind that black and white paint hold better than other colors, especially if exposed to the sun.

Mgr. Griffiths is a firm advocate of persistent advertising. He told the *Journal* representative of his plan to install a large show-window, that passers-by might not only see the sign, but see an exhibit of products as well. As a background for the show-window he expects to have a portrayal of the properties, which is a fitting idea and good advertising.

The properties include the 10,000-bu. iron-clad elevator, coal yards, plenty of warehouse space and a small flour mill. While it is not the beautiful structure we find in the exclusively grain territories, Mr. Griffiths is a live manager, quick to see and seize opportunities. And an important factor is that the directors apparently give him a free hand.

Shipment of seeds from Mexico by parcel post is now permitted. Fumigation of the seeds is carried out in Mexico.—P. J. P.

Exposure

By H. C. LEE OF THE MUTUAL FIRE PREVENTION BUREAU

Exposure is a cause of fire loss over which a property owner usually has no control. However, it is a thing which receives little of his attention, for many times things can be done at only small cost which will minimize the danger. A property owner is often in a position to prevent the establishment of a serious exposure to his plant.

Unless we have had some disastrous experience which taught us differently, we are all apt to think of exposure from another building as of little consequence. We see this or that building forty, fifty, or perhaps seventy feet away, and if the thought ever does occur to us we pass it off with the counteracting thought that it is far enough away so that there is no danger. The fact is, however, that exposure fires have cost the mutual companies \$994,800.00.

In considering exposures we run into other matters in addition to the fire hazard. We know of a miller in a small town in the Middle West who owned considerable vacant property next to the mill. It was doing him no particular good and so when he got an offer of what he thought was a good price he lost no time in closing the deal. The new owner shortly thereafter built a frame factory building on the property. It was a wood-working plant and made a very serious exposure to the flour mill. The increase in cost of the mill owner's insurance was so great that in three years it cost all that he had received for the property and he has been paying the additional ever since. Not a profitable sale from any viewpoint.

The question is often asked as to how far away a building should be to eliminate the exposure danger. There can be no definite answer. We have record of total losses caused from buildings as far away as 400 feet. We have also records of very little loss when they were as little as twenty or thirty feet. A great deal depends on the wind and the construction of the buildings. A brick or concrete building with a good metal or composition roof will withstand considerable heat while if it were frame it would catch fire very quickly.

At Bordulac, North Dakota, a frame livery stable burned in 1922. The flying embers were carried by a high wind to the shingle roof of an elevator 400 feet away. This elevator was a total loss. We believe that a metal or composition roof would have saved it.

On June 30, 1922 the Neosho Milling Co., Stark City, Mo., was struck by lightning and burned to the ground. The fire did considerable damage to an elevator which was 150 feet away.

A mill at Enid, Okla., was exposed by a group of lumber sheds about 80 feet away. The mill was brick with the wall on the exposed side parapetted. Although the wind was away from the mill when the lumber sheds burned the heat was so intense that all of the mill windows on the exposed side were broken out and a portion of the roof burned off. Remember that this was a brick mill 80 feet away.

Two elevators at Hydro, Okla., which were 105 feet apart recently burned from a fire starting in one of them.

Exposures present a real hazard and merit your careful attention.

The Minnesota wheat pool's average expense on the 1924 crop was 14.26c per bushel, or \$244,582.58 on the 1,713,316 bus. handled. If a regular elevator operator had ever asked that margin he would have been branded a bold robber.

Poolers delivered 258,685 bus. of wheat to the South Dakota Wheat Growers' Ass'n between Feb. 10 and Aug. 1, 1925, the "summer pool." The direct and operating charges were 12.6c per bushel. Pool managers are surely a greedy lot.



Elevator of Decatur Co-op. Ass'n, Decatur, Mich.

ACCOUNT BOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8 1/4 x 14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2 1/4 lbs.

GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10 1/4 x 16 1/2 inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.50

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The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the **GRAIN DEALERS JOURNAL** affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the **GRAIN DEALERS JOURNAL**. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ill.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ills.

"We have secured all the help we need from our adv. in the **JOURNAL**. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co. Clovis, N. M.

The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

Grain Dealers Journal

309 So. La Salle St.

CHICAGO, ILLS.

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The "Grain Dealers Mutual" issues one policy covering Fire-Theft-Storm-Property Damage-Collision, and SAVES YOU 25%.

We offer grain men who want satisfactory coverage for their cars, the same class of service that we render on all other lines.

We can handle your Public Liability in a high grade Mutual Company

Give us a description of your car and let us tell you more about our plan.

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Secretary
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Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary
A Legal Reserve Mutual Fire Insurance Company

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230 East Ohio Street,
Chicago, Illinois

was organized and is maintained by the Mill Mutual Fire Insurance Companies listed below that those insuring with the Mill Mutuals may have the best possible expert service.

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Kansas City, Mo.
- Ohio Millers' Mutual Fire Insurance Co.,
Chicago, Ill.
- Michigan Millers' Mutual Fire Insurance Co.,
Lansing, Michigan.
- Mill Owners' Mutual Fire Insurance Co.,
Des Moines, Iowa.
- The Millers' Mutual Fire Insurance Company,
Harrisburg, Pa.
- Texas Millers' Mutual Fire Insurance Company,
Fort Worth, Texas.
- Pennsylvania Millers' Mutual Fire Insurance Co.,
Wilkes-Barre, Pa.
- Millers' Mutual Fire Insurance Association,
Alton, Ill.
- Grain Dealers' National Mutual Fire Insurance Co.,
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Grain Handling Equipment

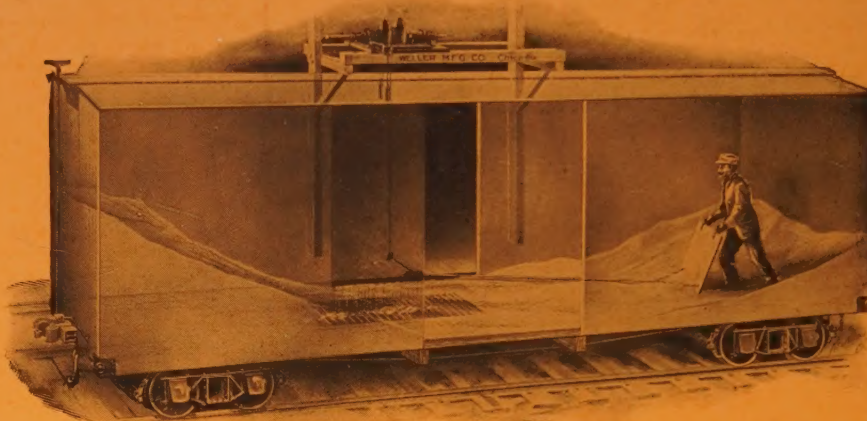
The Machinery With a Reputation

For Long Life and Low Maintenance Cost

**SOMETHING
NEW**

WELLER POWER SHOVEL

**Without
Counter Weights
or
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Less Noise
Less Vibration
Requires Less Space Than
Any Power Shovel on
the Market.**



It is positive in action and never misses engaging the clutch. The driving pawl is of steel forged and hardened.

The driving mechanism is entirely enclosed, located within the winding drum. The clutch is designed so that when engaged it drives with area of the surface. This is 6 inches instead of about 1 inch as in all other makes this reduces the wear to a minimum.

The winding drum is centrally located in the supporting frame, so there are no right or left hand required.

It has few parts, is less liable to breakage on account of compact design and the liberal use of steel in the small parts.

The possible rope travel is 100 feet which

is about double that of any other shovel. It will pull at any point the shovel is stopped and it requires less effort on the part of the operator.

It is shipped ready to install so time is saved in erection—all that it is necessary to do is to secure the shovel in place and attach the power.

While power shovels were originally designed for handling grain, they are being used for unloading coal, lime, sand, gravel, cement, cotton seed and other bulk. Materials from box cars are also used for reclaiming.

The Weller Shovel is fully protected by patents and on the later improvements the patents are pending.

Prices and Literature on Request

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